

# THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW

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#### EDITORIAL NOTICE

Assoc. Mem., Am. Ext. Mfrs. Assn.

WE invite correspondence and special articles upon subjects of interest to all engaged in the manufacture and sale of Perfumes, Soaps, Toilet Articles, Flavoring Extracts, etc. THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW is the OPEN Forum for each and all in the Trade.

MANUFACTURING PERFUMERS' ASSOCIATION.—president, J. Clifton Buck, Arch St., Philadelphia, Pa.; Secretary, W. T. Hathaway, 55 John St., New York.

AMERICAN EXTRACT MANUFACTURERS' ASSOCIATION.—President, A. E. Claus, P. O. Box 1931, New York; Secretary, Geo. R. Chatfield, 24 Fulton St., New York.

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#### THE PERFUMERS' ASSOCIATION.

It is too soon to draw conclusions from the proceedings of the Fifteenth Annual Meeting of the Manufacturing Perfumers' Association, as time must be allowed for the participants and other members to turn over the events in their own minds.

Undoubtedly the main topic of interest was the report of the Committee on Legislation, to which had been intrusted the fight against the imposition of a duty of 25% *ad valorem* on raw materials. The official report of the Committee states in plain language just what results were accomplished, namely, the return, by the Senate, of perfumers' and soapmakers' volatile oils, etc., to the free list, from which they had been removed by the House of Representatives. While no certain prophecy can be made the general opinion seems to be that this change will be ratified by the two branches of Congress in conference.

Some regret has been expressed at the action of the Association in refusing to broaden its scope by the admission of manufacturers of toilet preparations, who make neither perfumery or toilet waters. The opinion of some of those present is given in the proceedings on another page of this issue.

In view of the detailed report we have given we refrain from making extended comment, but may have suggestions to offer at an early date.

#### FINAL ACTION IN THE "AMBRETTOL" CASE.

In our February issue we reported that a shipment of Musk Promotol to Donald Wilson, United States manager of the Chemical Works Co., Ltd., (now Th. Mühlthaler Co.) had been seized by the customs officials for undervaluation, subsequent to a decision by General Appraiser Chamberlain on Feb. 23. It now appears that on Feb. 18 Mr. Wilson withdrew his demand for a re-appraisal, made an application to the Secretary of the Treasury for a remission of the penalty over 50%, and a waiving of the forfeiture. Upon the approval of the United States District Attorney in this district, and the payment of a 50% penalty, the goods were released.

The impression had obtained that in entering Musk Promotol at 150 fr. per kilo. the importer had not acted in good faith, as the appraiser contended that the product was substantially Ambrettol and should have been entered at 385.50 fr. per kilo. Mr. Wilson's application to the

Secretary shows that the difference of opinion as to the value of Musk Promotol was an absolutely honest one, and that he believed himself fully within his rights in entering it at the lower figure. The application sets forth that Musk Promotol is sold in Europe at 150 fr. per kilo.; that while it is similar to Ambrettol, it is much less expensive to produce and is made in a different way by a different process; that the manufacturer was unwilling to disclose his process, and that on that account only the fight against the increased appraisal was abandoned.

We owe our readers an apology for our delay in getting out this issue. As may be imagined we preferred to await the conclusion of the Perfumers' Convention before getting ready for press, so as to make the report promptly. We hope the majority will indorse our judgment.

#### AN EXPOSE OF A FAKER.

It has seldom fallen to our lot to discover a worse faker than the one whose advertisement, as we reproduce it herein, appeared in the *Saturday Evening Post*, March 20, 1909. The advertisement was as follows:

#### Make Money Making Extracts

I teach you the Synthetic Process for manufacturing Domestic Flavoring Extracts. No ageing necessary; no machinery required; very inexpensive. Easy to learn and the kitchen of evenings your "laboratory"; big profits; my plan is a winner.

GEO. L. COLBURN, Pekin, Ill.

This aroused our curiosity, and for the moment we feared that the extract manufacturers of this country had been plodding along in ignorance, missing the golden fortunes that could so easily be theirs. So we wrote to the "expert" who replied:

#### THE EXTRACT BUSINESS.

I have been making Extract for 20 years. I have taught the business to many of the successful manufacturers. My processes are not "formulas" such as you find in books, but secret preparations discovered by myself or handed down to me by my father who learned them from my grandfather.

My way of making Extract is "different." For example, my Vanilla flavor I can produce in 15 minutes and for 90 cents per gallon. The other fellow monkeys around ageing his stuff for six months and it costs him some \$6 a gallon by the time he gets done.

Because the proper and most economical method of making extracts is a secret which books do not satisfactorily teach. Only a few get a chance to learn it. The few men who know these secrets compound their master solutions behind locked doors. Their assistants add the alcohol and water and are none the wiser.

There has never been, to my personal knowledge, a flavoring extract maker who knew the synthetic secrets that has not accumulated wealth. And why should he not when extracts by my secret process can be produced at less than one cent per ounce and sold to an almost unlimited market at from 10 cents to 20 cents an ounce? One cannot expect to make a success of the business from knowledge gained from mere books of formulas, because they are told in technical language and generally advocate expensive manufacturing methods or are totally unreliable.

#### NO TOOLS NEEDED.

By my system and process there is no ageing required. Any extract can be made in fifteen minutes and is immediately ready to bottle and market. By my system you need no tools, no machinery, no special equipment or apparatus. Two bottles, a graduate and a funnel will do it all.

The delightful feature of the extract business to the beginner is the little manufacturer, with a capacity of a gallon a day, can market as cheaply as the big concern that ships by the car. Another feature lies in the fact that extracts will keep year in and year out without spoiling.

#### MY TERMS REASONABLE.

I can supply you with the complete working process for any Domestic Flavoring Extract you want for 50 cents. Start in by trying Vanilla flavor if you wish. For 10 cents I'll send you a sample bottle of my Vanilla flavor postpaid. Give it any sort of a test you want. I say you can neither bake nor freeze it out. You will find it a full, rich flavor. Compare it with the kind you buy in stores. If it don't beat anything you ever tried I shall not expect to hear from you.

To go into this business you do not need any license; you don't need any special knowledge; my processes tell it all. There are 47 flavors that are frequently called for. I'll teach you by mail how to make them all for \$5, or I will give you a personal instruction here at my laboratory for \$100. It's as easy as A B C—a boy could learn it.

Immediately on receipt of this glowing prospectus we "bit" and send 60 cents in good, hard cash. We received a "Private Letter of Advice," a "Working Process" and a sample of a compound tincture of vanillin and coumarin. The label was typewritten on both sides, one of which read "Sample Vanilla Extract" and the other "Flavor of Vanilla, synthetic process. This sample is removed from a properly labeled container for professional test purposes only. Not offered for sale."

With the "Private Letter of Advice" and the "Working Process" we received a personal letter stating that "In labeling your Vanilla, I suggest that you say 'Flavor of Vanilla,' being an extract of Vanillin and Coumarin; 15 per cent. alcohol. This will comply with the laws of the State of New York and also with the National Food and Drug Act."

**THE PRIVATE LETTER OF ADVICE.**—The most astounding piece of information contained therein is the opening sentence in paragraph I. It reads: "CHEMICALS.—I buy my chemicals from (\*). You can purchase of them as cheaply as I do." We interviewed the concern mentioned who assured us that their name had been used without their knowledge or consent, and they would take immediate steps to stop the use of it.

In the paragraph entitled "The Marketing," the following advice is given:

#### THE MARKETING.

In marketing don't be afraid to let people try your extracts by giving them a small sample. You are sure of one thing: *Nobody can make a better extract*, and the chances are the housewife has never had an opportunity of using one anywhere nearly as good. If you canvass yourself and the lady says she has a fresh bottle of extract she has just purchased down town, have her compare the odors of yours and the fresh bottle she just purchased. She will see at once that yours is the best.

\*A New York essential oil house.

It is well to endeavor to secure agents to sell the extracts. Girls, women and boys are good to secure. Some will work for a premium of a watch or clock or umbrella or dress. Others will want a cash commission. Give them half off. The ounce bottles you should sell for 10 cents and the 2-oz. for 20 cents. Try to sell the 2-oz. Your profit is better.

In giving people extract to examine *always let them smell the daintier scented first.* Don't forget this. Because the Vanilla is so very strong that it takes two or three minutes to get out of the sense and everything a person smells for a minute or more after they smelled our Vanilla will smell like Vanilla.

But the keystone of this remarkable campaign is to be found in the "Working Process." We give it in full.

#### WORKING PROCESS.

For manufacturing the Extract of Vanilla:

1. Clear the kitchen table.
2. Procure a pan, bucket or crock with a capacity of not less than  $2\frac{1}{2}$  gallons. See that it is clean and label it "A."
3. Procure a pan with a capacity of not less than three (3) quarts and label it "B"—see that it is very clean.
4. A 16-oz. graduate is most convenient, but any sort of a measuring glass will do just so you can get the right proportions.
5. Put 13 oz. of alcohol into pan marked "A." The alcohol should be that called Cologne Spirits, 188-proof, sometimes called 95 per cent, pure grain alcohol, by druggists.
6. Add 3/5 oz. vanillin to the alcohol in pan "A"; stir with a big spoon or paddle until dissolved.
7. Add  $\frac{1}{2}$  oz. coumarin to contents of pan "A" and again stir until dissolved.
8. Put 20 ounces of water in pan marked "B" and set on the stove.
9. When water in pan "B" is warm (don't let it boil) add two pounds of granulated sugar and stir it until dissolved. The ONLY object of heating the water is so that it will dissolve contents QUICKLY.
10. Add to pan "B" two (2) ounces of lemon extract and stir well.
11. Pour SLOWLY the contents of pan "B" into pan "A" and stir and beat well with spoon or paddle. The odor and flavor develops as you stir and the stirring should be very energetic for five minutes.
12. Add 95 ounces of water, stirring all the time.
13. With caramel coloring you now color it to suit your desire. A good dark color is much preferred. Add color little at a time until you think you have it right.
14. It is now ready to put into bottles and use; no ageing necessary.

This will make one gallon extract.

Being curious as to why lemon extract should be used in "vanilla extract" we wrote to "Expert" Colburn, who calmly declares: "In the working process you can use two ounces of glycerine instead of the lemon extract; or you can buy common lemon extract and put it in the flavor."

We are glad to bring this rank fake—there is no other name for it—to the attention of the trade; and we have sent a copy of this issue to the *Saturday Evening Post*, the Food Commissioner of Illinois and to the United States Department of Agriculture.

If our readers come across any more cases of this kind we will be glad to lend our columns to show them up.

#### "SALAD OIL" IS OLIVE OIL?

One of the most important decisions under the Food and Drugs Act, June 30, 1906, of interest to this trade was rendered in New York on March 26, 1909.

It appears that a year or so ago Guido Brino, manager Standard Trading Co., New York, sold cottonseed oil that was labeled salad oil. Before putting this oil on the market he wrote to the United States Department of Agriculture asking whether cottonseed oil could be so marked; but the reply simply advised him to comply with the law. The case came up before Judge C. M. Hough and a jury in the Criminal Term of the U. S. District Court, Southern District of New York, on March 26. In charging the jury Judge Hough said:

"Gentlemen of the Jury: The pure food law (which you have doubtless read of before and about which there has been so much talk) says among other things, that there shall not be shipped from one State of the Union to another State misbranded food. Now misbranded food is defined by the Act to be food that is so labeled or branded as to deceive or mislead the purchaser."

I suppose it is a matter of common knowledge that olive oil in the main is a foreign product; I think also it is a matter of common knowledge that salad oils *prima facie* imports olive oil; that is what the world has been accustomed to regard as salad oil.

The question before you is not that Mr. Brino intended actually to misrepresent. The object of the pure food act among other things, and a very particular object of that act is, to enable the public to inform itself from the method in which food is offered to it for sale as to what it is eating and drinking. If a man chooses to eat cottonseed oil (it being so far as I know, or any evidence in this case shows, a perfectly healthy article), nobody has the slightest objection to his eating all the cottonseed oil he wants; but under this act he is entitled to know by the exercises of ordinary intelligence what it is he is eating.

Now you have got this article before you. There is evidence that a very large proportion—about one-half, as estimated by Mr. Brino—of the product which is sold under the label which the Government objects to, goes into the hands of Italians, and it has been argued to you, and I think it is a fair inference that since it goes into such hands it went into possession, and to be used by people of, to say the least, a very moderate degree of education.

Now, they are just as much entitled to be protected as anybody else, so that what the charge in this information is, is that this label which says *Olio per Insalata* in Italian and something that is equivalent to cottonseed oil in English is calculated to deceive the people who use it. If it is calculated to deceive the purchaser then it is against the law. That is the question for you."

At the conclusion of the Court's charge the District Attorney requested the Court further to charge that "*Olio per Insalata* is commonly known as olive oil," to which the Court agreed. The jury then retired and upon returning rendered a verdict of guilty.

Acting upon this decision the United States Department of Agriculture has proceeded to bring actions against several New York essential oil houses that are packing "Salad Oil," "*Huile de Luxe*," and other products that are not olive oil.



OFFICERS OF THE MANUFACTURING PERFUMERS' ASSOCIATION, 1909-10

# REPORT OF PROCEEDINGS OF FIFTEENTH ANNUAL MEETING OF THE MANUFACTURING PERFUMERS' ASSO- CIATION, NEW YORK, APRIL 13, 14, 15, 1909.

## FIRST SESSION, TUESDAY, APRIL 13.

The fifteenth annual meeting of the Manufacturing Perfumers' Association of the United States was held in the rooms of the Drug and Chemical Club, New York, on the 13th, 14th and 15th of April, 1909. The meeting was well attended, there being 23 out of 32 active members, and 35 out of 62 associate members present. Letters from Messrs. F. F. Ingram, Detroit; D. G. Merner, St. Louis; Richard A. Hudnut, New York; in which these gentlemen expressed their regret for not being present, were read. After hearing the reports of the committees on membership and entertainment the president delivered his address.

### PRESIDENT'S ADDRESS.

With gratitude to our kind Heavenly Father for the blessings of the past year, it is my pleasure to welcome you all to this our fifteenth annual meeting, and to speak for you a renewal of that fraternal spirit, even in our business rivalry, which has so happily characterized our intercourse in the past.

Were there no other recompense attending the work of our Association this feature alone is worth the effort and the cost of its maintenance.

The year has been one of solicitude, conservatism, economies, readjustment: one of hard conditions, very trying to most business men, especially so to those manufacturing luxuries, demanding much patience and endurance.

The sustained depression of the panic, and of a presidential election were followed by the still more serious disturbing factor, the "buzz saw" in commercial life—the revision of the tariff.

Our industry has borne the ordeal well, for while there have been some changes, the solvency and financial condition of the trade is generally sound, though the average balance sheet is not inspiring.

Many have tried to fasten a share of responsibility for the business depression upon our honored, retiring President, but when time allays the irritations and settles the dust of his trivial mistakes, it will be seen that history has written the name of Theodore Roosevelt high in the list of American presidents and as a leader of men in the world's moral and material progress.

The head of any nation who puts over his desk a picture of the busy common working man, and sincerely says and acts this for his text: "That's the man I'm working for," as Roosevelt did, ennobles himself, his work, his countrymen, his race.

But to return to the buzz saw, the hottest question of the day—the tariff.

Immediately on announcement that tariff hearings would be held before the Ways and Means Committee in Washington, an Executive Board meeting was called and a committee was appointed consisting of your President and Mr. Davis who presented our brief and testimony before the Ways and Means Committee in Washington November 11 last.

When the Payne Bill was reported to the House with 5% advance on imported perfumery we were surprised to find it also embraced the little joker of 25% duty on many of our crude materials.

While we believed the Senate Finance Committee would right this wrong, as I advised you in my several letters,

and as our previous tariff experiences bear us out, still I was reminded of the man who attended a creditor's meeting. The German debtor told them that the best he could do was 10 cents in 30 days. They all agreed to it but one creditor. Our German friend took him to one side and said: "Tell you vot I do. I make you a *preferred creditor*." "All right," said he; "what do I get?" "You get the information now; none of you will get one tam cent. But the rest of 'em won't know it for 30 days."

Without meaning to forestall the report of the Legislative Committee, whose admirable work it is a pleasure to praise, I may be pardoned for giving a cursory reference to some details.

In this fight Messrs. Wright, Chairman, Dalley, Davis and your president each made two trips to Washington, securing the co-operation of senators on the Finance Committee and others. Many letters, telegrams, 'phones and interviews intervened. Mr. Dalley secured very potent influence, Mr. Wright, Mr. Davis, Mr. Buck and all of us did our best to secure the end so far happily accomplished, supported by the individual letters and efforts of our members generally.

The usefulness of this organization in such a strenuous emergency as this is an object lesson to any in the trade who might be disposed to cavil at its importance.

Our diagnosis that the outcome would be the return practically to the present law, is happily so far verified, and while the Senate and the Conference Committee must pass upon it, and the President's signature be added, there is little or no room for doubt of serious disturbance to our schedule.

In the light of today the wisdom of the Dingley law, both as a revenue producer and a protective measure from a broad view, stands out clearly as the best tariff law humanly probable, with comparatively few changes, the proof resting in the unexampled prosperity of the country in the decade following its passage.

President Taft's judicial temperament and his emphasis of the executive character of his duties has happily been demonstrated in his refusal to be drawn into any controversy of specific rates, and his harmony with, and reliance on, the intelligence, integrity and patriotism of our law makers. His emphasis of the necessity for prompt action, of fealty to the protective principle, and to his party's pledges gives promise of speedy return to prosperity after the enactment of the new tariff law.

It is my sad duty to record the loss by death during the year of two of our valuable members, Messrs. Eastman and Robeson, whose loss we all feelingly share, and also that of a former associate member, Mr. Marchi. The latter's widow was left penniless and after investigation of her situation a collection for her benefit was accomplished, resulting, with the assistance of Messrs. Killeen and Spiehler, in a total of \$425, which I handed to her, and which was gratefully received. I wish again to thank the contributors for their hearty, prompt response.

In this connection I am reminded that the insurance proposal made at our last meeting did not seem to meet with sufficient unanimity of opinion to demand its further

promotion, but it has occurred to me that the Marchi case, while exceptional, showed the value of such provision, and possibly the loss of a few members may have been prevented by some such provision; besides our balance in bank today of \$3,500 admits of such a measure.

While our total expenses have materially increased, this balance still remains. Perhaps the matter might have further consideration by the association in open meeting rather than by lodgment in a committee appointed by me, as proposed; as your president, whoever he is, might appoint friends of a financial measure and cause criticism of unfair weight in its report.

I recommend that we try at this meeting to minimize the cost of payment of freights on our goods to say 2%. It seems feasible that we should join in written agreement to limit this cost with a cash forfeiture to the Manufacturing Perfumers' Association for every breach of the agreement, and that it should only be binding upon practically unanimous written signatures.

I have formulated a rough draft of a proposed agreement and ask for your earnest consideration of a plan of this general character.

Finally, it has fallen to my lot to serve you in two strenuous years, calling for your patience, confidence and help.

In relinquishing my responsibility, I wish to thank you for your kind, patient support in the arduous duties imposed by the conditions, and have great pleasure in testifying to the fraternal spirit so generally shown.

Wishing for you and my successor, full measure of success, as we now see the promised land and pass into smoother sailing.

Fraternally yours,

THEO. RICKSECKER.

The president's address was referred to the committee on resolutions, which will be referred to hereafter.

#### REPORT OF THE SECRETARY.

Secretary Wilbur H. Hyde, of Cleveland, reported that there has been a net gain in membership of 2 during the past year; 6 active and 3 associate members having resigned or been dropped from the roll; and 2 active and 9 associate members having been elected. The additions were as follows: To active membership—American Stopper Co., Brooklyn; Hazel-Atlas Glass Co., Wheeling, W. Va.; Hero Fruit Jar Co., Phila.; Illinois Glass Co., Alton, Ill.; Ketterlinus Lithographic Manufacturing Co., Phila.; Metal Package Co., Brooklyn; B. L. Pope, Inc., Rochester; T. W. Stemmle & Co., New York; Talcum Puff Co., Asheville, N. C.

#### REPORT OF THE TREASURER.

Treasurer Frank B. Marsh reported that the grand total of funds available, including dues in arrears, is \$3,580.14. The receipts during the past year, including balance on hand April 25, 1908, \$7,719.19, and the disbursements, including investments, were \$6,791.55. The report was referred to the auditing of a committee of two who approved it.

#### REPORT OF THE EXECUTIVE BOARD.

This report in detail the work of the executive board during the past year; and its recommendations were brought before the meeting in the report of the committee on resolutions which appears hereafter.

#### REPORT OF THE COMMITTEE ON LEGISLATION.

This report being of great interest to all manufacturers, and on account of the pending revision of the tariff, we give it in full.

#### MR. PRESIDENT AND GENTLEMEN:

Your committee upon Legislation have not had the comparatively easy time they had the year previous, but we have realized the anticipations stated in that report of a general tariff revision. Our work, however, is well in hand, but is not yet entirely completed, nor will it be until the bill has been passed by the Senate as well as the House and signed by the President.

In the fall, as soon as we learned that there were to be hearings before the Ways and Means Committee, a meeting of the Executive Board was called and the general opinions of the members obtained. The matter was discussed for and against changes, but the final general consensus of opinion was that the policy to be sustained and the one most likely to win would be that of standing "pat," in other words, resting upon the Dingley Bill.

Your committee then obtained a date for a hearing, were present, presenting statements and a brief. There were not then, nor were there later, any indications whatever of a "joker" being inserted in the bill applying to us, and, in fact, it has been learned that it was only at the last moments, when the makers of the bill were searching for something to produce revenue to apply upon the national deficit, did they seize upon our raw materials. As usual when the bill is reported out the committee has held together in support of the bill of their make, and to anyone who has carefully followed the proceedings of the House, it has been patent that we are not the only ones fooled; in fact, it would seem that no one outside was taken into their confidence.

Immediately, however, the bill was given to the House we discovered our plight and immediately proceeded to get to the Finance Committee of the Senate, where we were extended every courtesy possible, and at this time of writing feel that all will be well. We are, however, in touch with the center of activities, ready to respond at a moment's notice.

We realize that there have been many new productions in the way of perfumers' materials placed upon the market, and that it would also have assisted very materially to have had a reclassification of many articles, but we assure you that this was not possible at any time during the production of the Payne Bill since its inception last fall until the present time.

A tariff commission would be ideal, unless they should believe that in order to make the people think they were earning their money they should endeavor to keep things in a constant turmoil with never-ending suggested changes.

As we are generally aware a year or so beforehand of probable tariff tinkering, we would suggest that your Legislation Committee take up the matter and in consultation write up a clear and lucid perfumery and raw material schedule, presenting it to those most likely to be called upon to aid in building the tariff, to study and be ready to recommend as being practical and effective.

Nothing has as yet been learned of the French reciprocity matters, although inquiry has been made.

We wish to thank the members for their prompt response to our appeal to write to their representatives in Senate and House and believe from some of the letters which we received in response, that they had acted upon our recom-

mendation of a year ago and cultivated their acquaintance and used their influence. This is something that we cannot urge too strongly be continued. You will find that they like to meet and discuss your business with you, because they realize that you understand it and that in their hearts they really want to know the truth and to aid you if they can.

Respectfully submitted,

ALFRED G. WRIGHT,  
HENRY DALLEY,  
JAMES E. DAVIS,  
J. CLIFTON BUCK.

**REPORT OF THE COMMITTEE ON TRADE AND TRANSPORTATION.**

Report of this committee, of which Mr. F. F. Ingram, of Detroit, is chairman, is as usual very important and instructive. Report was referred to the committee on resolutions, and will be referred to hereafter.

At this point President Ricksecker introduced Prof. Joseph P. Remington, of Philadelphia, chairman of the Board of Revision of the United States Pharmacopoeia. Prof. Remington announced that the American Pharmaceutical Association had translated the United States Pharmacopoeia into Spanish, and that this was the first time that any nation in the world had ever translated its pharmacopoeia into a foreign language. He added that the importance of this event of the people of South America and the Philippines could hardly be overestimated. He referred to the fact that volatile oils, which play such an important part in this industry, are difficult products to standardize; and the user would have to depend as heretofore, to a large extent on his ability to estimate the quality and purity of these oils by his sense of smell.

Prof. Remington requested that the committee on revision of the U. S. P. be communicated with in regard to anything that would be thought to be of interest to them, as he believed that the old days of secrecy had passed, and manufacturers should all help to put complete information in regard to volatile oils, etc., on record. In the discussion of Prof. Remington's address Mr. James E. Davis questioned him in regard to oil of gaultheria saying that it is impossible to detect the difference between oil gaultheria, oil of sweet birch and methyl salicylate (artificial oil of wintergreen). In reply Prof. Remington admitted that the differences between those three products could not be detected, inasmuch as the principal chemical constituent, namely, methyl salicylate is the same in all three; although there are slight natural variations in oil gaultheria that might enable a skilled person to differentiate the natural oil through his trained sense of smell.

**REPORT OF THE COMMITTEE ON PARCELS-POST.**

The committee reported there has been no change in the postal laws or regulations that affected the transportation of merchandise since the last annual meeting. Further reference to this report appears in the section devoted to the committee on resolutions.

**REPORT OF THE COMMITTEE ON TRADE INTERESTS.**

The committee reported that they have had confined their efforts during the past year to co-operation with the Bureau of Plant Industry of the United States Department of Agriculture, in order to keep in touch with the development of the testing stations for perfumery plants new to the United States. Further reference to this report appears hereafter.

**COMMITTEE ON FRATERNAL RELATIONS.**

The committee reported that the Seventh Edition of the Trade Names of Perfumes and Toilet Articles was issued in December, 1908, and that on April 5, 1909, the first supplement thereto was published. This list contains 1,438 trademarks registered in the United States Patent Office, and about 2,500 unregistered names.

**REPORT OF THE COMMITTEE ON IMPORTATIONS AND UNDER-VALUATIONS.**

This report stated in part that "no unvaluations on imported goods have been discovered during the past years; but it may be worthy of notice that some of our members have during the past year placed on the market meritorious creations at prices which are fully 50% below their actual worth. It is the opinion of your committee that members should not permit their natural modesty to influence them to the point of undervaluation of their own productions, with corresponding profit sacrifice." The report further stated that during the year 1908 the imports of alcoholic perfumery had decreased \$171,256, and the imports of preparations for the hair, mouth, skin and teeth had decreased \$143,067.

**SECOND SESSION, WEDNESDAY, APRIL 14.**

The first business of the day was the appointment of a committee of five on nominations of officers and three members of the executive board. The committee appointed consisted of Messrs. Wright, Dalley, Jennings, Spiehler and Bradley.

Then President Ricksecker introduced Mr. Wilbur H. Wakeman, secretary and treasurer of the American Protective Tariff League, who advocated the creation of a permanent tariff commission. He explained that the sort of tariff recommended by the American Protective Tariff League would equalize the difference in the cost of the production of goods made abroad and those made in this country, plus a reasonable profit to the manufacturer. He deplored the fact that manufacturers in many lines seem to be satisfied when they get what they want in the way of tariff protection; and pay too little attention to the rights of manufacturers in other lines. Mr. Wakeman added that manufacturers in all lines should stand together and see that the tariff bill is right in every particular; not only regarding raw materials, but up to the finished product.

Mr. Wakeman's address was followed by the reading of a paper entitled "Civet and Musk," by Mr. George Lueders. Publication of this paper is begun in this issue.

Nominations were then declared in order and the following resulted, and the names were referred to the committee on nominations for report.

President: J. Clifton Buck, W. A. Bradley (declined).

First vice-president: Alfred G. Wright, John Blocki.

Second vice-president: Gilbert Colgate, C. S. Jennings, R. A. Hudnut.

Secretary: F. A. Carpenter, W. T. Hathaway, W. A. Bradley (declined).

Treasurer: Frank B. Marsh.

For members of the executive board Messrs. Colgate, Wright, Dalley, Brohel and Ricksecker.

**COMMITTEE ON RESOLUTIONS.**

**PRESIDENT'S ADDRESS.**—The committee recommended the appointment of a committee of three to make a study of the subject of insurance. Recommended that a committee of three, of which the president shall be the chairman, be appointed to investigate the matter of minimizing freight costs, and that it report its conclusions to the executive board. Carried.

**COMMITTEE ON MEMBERSHIP.**

The committee on resolutions hesitated to recommend the suggestion which would make manufacturers of toilet preparations eligible to active membership. On motion to make this change a very interesting discussion resulted; but when the vote was taken it was seen that the majority were against the change. During the discussion one member seemed to voice the opinion of the majority when he said that "we are troubled now and have been since our organization in getting together on vitally important issues, because of the fact that the interests of our members differ so much even in the perfumery business. It would be very difficult to state just what toilet prepara-

tions consist of, and the question arose, in my mind, when this matter was suggested, that rather than expand we could do more and accomplish more and go further than we do now, if we were to contract and not expand. There are so many toilet preparation manufacturers who have no common interests with the perfumery business, that we would only be introducing a disturbing element into our association."

The reports of the committees on Trade and Transportation, Parcels Post, Fraternal Relations, Trade Interests, Legislation, Imports and Undervaluation, Entertainment, and the Executive Board were recommended for approval. Carried.

### THIRD SESSION, THURSDAY, APRIL 15.

After calling the meeting to order President Ricksecker introduced Mr. Percy Strauss, of R. H. Macy & Co., New York, who read an interesting paper entitled "The Perfumery Business as Seen from the Department Store Point of view."

#### ELECTION OF OFFICERS.

The committee on nominations presented the following slate:

*President*, J. Clifton Buck.

*First vice-president*, John Blocki.

*Second vice-president*, Charles W. Jennings.

*Secretary*, Walter T. Hathaway.

*Treasurer*, Frank B. Marsh.

The members of the executive board to serve three years.

Alfred G. Wright,

Henry Dalley,

Theodore Ricksecker.

On motion the secretary was authorized to cast one ballot for all the nominees, and after this formality was complied with, the president declared the gentlemen duly elected. In taking the chair, President Buck thanked the members of the association for the honor conferred upon him and promised to exert his best efforts to continue the good work done under the guidance of former President Ricksecker. Happy speeches of acceptance were made by the other "electees," and for a few minutes the business of the meeting was suspended, while general congratulations were exchanged.

President Buck then read a paper on the subject of "Floral Crops in Southern France," written by Jean Amic, of Roure-Bertrand Fils, Grasse, France.

A rising vote of thanks was given to the Drug and Chemical Club of New York, who granted the association the privilege of meeting in their rooms, and to the Buedingen Box & Label Co., Rochester, N. Y., for their fine picture on the menu cover.

Thus ended the Fifteenth Annual Meeting.

#### ACTIVE MEMBERS PRESENT.

Babcock, A. P.	New York.
	Represented by Lewis E. K. White.
Blocki & Son, Inc., John.	Chicago.
	Represented by John Blocki and R. W. Whitlatch.
Bradley & Son, D. R.	New York.
	Represented by Wm. A. Bradley.
Calisher & Co.	New York.
	Represented by A. B. Calisher.
Colgate & Co.	New York.
	Represented by Gilbert Colgate and W. T. Hathaway.
Goetting & Co.	New York.
	Represented by David H. McConnell and Alexander D. Henderson.
Ingram Co., F. F.	Detroit, Mich.
	Represented by C. H. Harrington.
Jennings Co., The.	Grand Rapids, Mich.
	Represented by C. W. Jennings.
Ladd & Coffin.	New York.
	Represented by John Ladd and W. C. Price.

Lazell, Dalley & Co.	New York.
	Represented by Henry Dalley, E. M. Dalley, F. W. Carpenter and A. F. Knowles.
Macy & Co., R. H., and Abraham & Strauss.	New York.
	Represented by Percy Strauss and Joseph H. Brohel.
Michigan Drug Co.	Detroit, Mich.
	Represented by James E. Davis.
Pfeiffer Chem. Co.	St. Louis, Mo.
	Represented by G. A. Pfeiffer.
Ricksecker Co., The Theo.	New York.
	Represented by Theo. Ricksecker and Frank B. Marsh.
Royce Co., The Abner.	Cleveland, O.
	Represented by S. S. West and W. H. Hyde.
Schandein & Lind.	Philadelphia, Pa.
	Represented by Monroe P. Lind.
Selick, C. H.	New York.
	Represented by C. H. Selick.
Seely Mfg. Co., The.	Detroit, Mich.
	Represented by Justin E. Smith.
Smith, Kline & French Co., The.	Philadelphia, Pa.
	Represented by J. Clifton Buck.
Spiehler, Adolph.	Rochester, N. Y.
	Represented by Adolph M. Spiehler and Oscar B. Spiehler.
Stearns & Co., Frederick.	Detroit, Mich.
	Represented by Willard Ohliger.
United Perfume Co.	Boston, Mass.
	Represented by George Hall.
Wright, Inc., Alfred, Perfumer.	Rochester, N. Y.
	Represented by Alfred G. Wright and John S. Wright.
<b>ASSOCIATE MEMBERS.</b>	
Bomeisler, Carl.	New York.
	Represented by Carl Bomeisler and O. Sondhelm.
Brass Goods Mfg. Co.	Brooklyn, N. Y.
	Represented by F. S. Hyatt.
Buedingen Box & Label Co.	Rochester, N. Y.
	Represented by Ferdinand B. Buedingen, W. S. Addison and W. H. Green.
Bush & Co., Inc., W. J.	New York.
	Represented by C. Blair Leighton.
Carr-Lowrey Glass Co.	Baltimore, Md.
	Represented by A. F. Kammer and William Orem.
Chiris, Antoine.	Grasse, France.
	Represented by C. G. Euler and Burton T. Bush.
Chuit, Naef & Co.	Geneva, Switzerland.
	Represented by W. G. Ungerer.
Court, Bruno.	Grasse, France.
	Represented by T. H. Grossmith.
Dodge & Olcott Co.	New York.
	Represented by C. H. Beilstein.
Dupont, Justin.	Argenteuil (S. & O.), France.
	Represented by Edwin H. Burr.
Forsman Co., C. H.	New York.
	Represented by C. H. Forsman.
Fox & Sons, Inc., H. C.	Philadelphia, Pa.
	Represented by Florence Fox and George N. Hanna.
Fritzsche Brothers.	New York.
	Represented by R. F. Fischer.
Grossmith, T. H.	New York.
	Represented by T. H. Grossmith.
Hutchinson, D. W.	New York.
	Represented by D. W. Hutchinson.
Jeancard Fils & Co.	Cannes, France.
	Represented by W. G. Ungerer.
Jordan & Co., Stanley.	New York.
	Represented by P. R. Dreyer.
Lueders & Co., George.	New York.
	Represented by George Lueders, Edw. V. Killeen and Ferdinand Weber.
Maschmeyer, Jr., August.	Amsterdam, Holland.
	Represented by L. A. Van Dyk.
Metal Package Co.	Brooklyn, N. Y.
	Represented by Chas. E. C. Roberts.
Mühlethaler Co., Th.	Nyon, Switz., and Grasse, France.
	Represented by Donald Wilson.

National Aniline & Chemical Co.	New York.
Represented by D. P. Daugherty and C. H. Alker.	
Pope, Inc., B. L.	Rochester, N. Y.
Represented by Paul S. Gramm.	
Rockhill & Vietor.	New York.
Represented by Clayton Rockhill.	
Roure-Bertrand Fils.	Grasse (A. M.), France
Represented by Edwin H. Burr.	
Shipkoff & Co.	Kazanlik, Bulgaria.
Represented by C. G. Euler.	
Stemmler & Co., T. W.	New York.
Represented by T. W. Stemmler, Jr.	
Swindell Bros.	Baltimore, Md.
Represented by H. O. Brawner and W. E. Swindell.	
Synteur Scientific Laboratories.	Monticello, N. Y.
Represented by Alois von Isakovics.	
Thurston & Braudich.	New York.
Represented by J. Edward Young, Jr.	
Ungerer & Co., Inc.	New York.
Represented by W. G. Ungerer and F. H. Ungerer.	
Van Dyk & Co.	New York.
Represented by L. A. Van Dyk and Samuel Iserman.	
Waterbury Paper Box Co., The.	Waterbury, Conn.
Represented by Frederick L. Butz.	
Whittaker, W. H.	New York.
Represented by S. H. Clark.	
Young Co., Richard.	New York.
Represented by James M. Montgomery.	

### SOCIAL FEATURES.

About 150 members and friends with their wives, sweethearts, etc., attended the Astor Theatre to enjoy "The Man from Home," in which Wm. Hodge well portrayed a Hoosier lawyer. After the performance the entire party reassembled in the banquet hall of the Hotel Astor where President Ricksecker held an informal reception. The entertainment committeemen showed their social skill by introducing the guests all around and making everyone feel at home. During the supper a few words of commendation were spoken by ex-Senator Towne, of Minnesota, who praised the efforts of Mr. Hodge to elevate the stage in his presentation of clean drama. The star responded by assuring his hearers that with such a sympathetic audience the actor receives an inspiration that cannot fail to show its effects.

What happened on Wednesday evening we are not able to report in detail, as none but the married men were willing to give full account of their actions in this big, wicked city.

Thursday evening was the gala night at the Hotel Plaza. At the end of the banquet hall covers were laid for the officers, and at sixteen smaller tables were groups of eight. To regale the inner man the following menu was served:

#### MENU.

Sauterne	Hors d'Oeuvres Varies Consomme Crécy
Beaujolais	Paupiettes d'Alose Bonne Femme Filets de boeuf piqué Renaissance Pommes Fondantes Sorbet au Cherry Brandy
Méth & Chandon Imperial Crown "Buck"	Asperges d'Oyster Bay, sauce Mousseline Suprêmes de Pintade en Bellevue Salad Romaine Bombe aux Cerises Friandises
Perrier Mineral Water Cubanas Reyes New Crop Tobacco Carolina Conchas Extra	Fruits Café

The cover of this menu, in various tones of green and blue, elicited many compliments.

At the conclusion of the dinner President Buck arose and said: "My friends, there are times when it gives us pleasure to know that we often honor ourselves in honoring others. We have often given deserved praise to Theo-

dore Ricksecker, but to-night we want to record our good feeling toward him in a loving manner. He has piloted us through some dark days, when the business sky was cloudy; but as there is a silver lining to every cloud, let this cup be the silver lining to his cloud of well-wishers.

"To you, Mr. Ricksecker, we offer this loving cup as a mark of our esteem."

Mr. Ricksecker visibly moved by emotion, rose and thanked all present, and assured them that while his words might be inadequate to express his deep appreciation, they knew, he felt, that their tribute would always be an inspiration to him.

Addresses were made by ex-Senator Towne, Hon. Wm. McCarroll, of the New York Public Service Commission, and Charles Battell Loomis, the serious humorist.

### THE "IONONE" CASE APPEALED.

In our January issue we reported that Judge Ray had granted to Van Dyk & Co. a suspension of the injunction issued as a result of the suit brought by the Haarmann-de Laire-Schaefer Co. for infringement of the de Laire patent for "Iso-ionone."

Early this month the briefs were submitted and argued before the United States Circuit Court of Appeals, Second



### COMPLIMENTS OF THE BUEDINGEN BOX & LABEL CO., ROCHESTER, N. Y.

District, New York, and it is possible that a decision may be rendered before the summer adjournment. The crux of the appeal seems to rest on the contention that "beta-ionone" was known to the public before the time that de Laire applied for his patent, through the researches of Tiemann, and that in consequence the de Laire patent should be declared void. The Haarmann-de Laire-Schaefer Co., on the other hand, claim that the ionone described by Tiemann was solely alpha-ionone, and that beta-ionone was unknown till given to the world by de Laire. A judicial opinion on this question will be of interest.

## MUSK AND CIVET

By GEORGE LUEDERS

A paper read at the Fifteenth Annual Meeting of the Manufacturing Perfumers' Association, New York, April, 1909.

I have been asked to read a paper on civet and musk. I must state beforehand that, of course, I have never been on the spot where civet or musk is obtained, nor anywhere near it. In fact, those of my friends in far-away countries who have assisted me to a large extent with information, and in gathering the experience I may possess to-day, have never been near the places where the civet cat and musk deer live, because they are countries where probably few, if any, Europeans or white people have ever dared to show themselves in. Therefore, I will not be held responsible for any mistakes or misinformation, nor do I expect to have my information considered as positive facts. This information is only given, to my best knowledge and belief, to be true and as near to actual facts as is possible under existing circumstances. I owe most of my knowledge regarding musk to a friend, the head of a firm who are most likely the largest dealers in musk in Shanghai, and for civet to another friend who has lived in Aden for many years, and who visited the city of Hara himself.

I shall begin with the less expensive, and probably the less interesting of the two articles; that is

### CIVIT.

There are two cats which go under the name of civet cat, the African and the Asiatic. They differ in size, in color and in shape. While the head of the African civet cat is broad, with a pointed nose, that of the Asiatic is long and pointed, and the latter has larger ears than the African; the Asiatic is also of much lighter weight. The African is of a grayish or grayish-yellow color, while the Asiatic is of brownish-yellow color. Some 25 years ago civet came from Asia Minor and India to a certain extent, but it might be said to-day that only one kind of civet comes in the market, and that is from Abyssinia. Whether the civet is shipped from Aden or Massowah or Cairo, it all originates from the same trading place; that is, Hara, and further in the interior, Adis-Abeba, the latter place being the capital of Abyssinia. The largest amount of civet is handled via Aden, wherefrom the traders go via Jibuti, the French possession, up to Hara. At present there is not much difficulty connected with this trip, as the railroad now connects Jibuti and Hara, and is almost finished to Adis-Abeba. Almost all the trading is done in Hara, where the Abyssinians bring their civet. The civet is collected by Arab traders, who go into the interior where no white man would risk to go, and there collect the civet from farmers, who keep the civet cats in herds of some 100 to 300. At present wild civet cats in absolute freedom are seldom found, the civet cats now being raised and bred like other domestic animals.

It is the male cat which produces the civet, and when the civet is collected, it is of an oily, honey-like substance. Twice a week they empty the glands, using a spoon for the purpose, and a quantity of about one-eighth to one-quarter of an ounce is obtained in each instance. It is claimed that when the animals are tantalized and infuriated, they produce more civet; however, I am not able to get any evidence to that effect, and probably this could not be continued all the time. I am informed these cats are fed on meat and eggs. Others claim that they can only be fed on vegetables to produce civet. It is true that they are very fond of sweet vegetables, but their principal nourishment is meat. While I have come across civet in this market of a dark brown, or even blackish color, which color was explained by the fact that it was claimed to be civet from the female cat, I must say that as far as I have been able to investigate, the female cats in Abyssinia do not produce civet; therefore this strange color must be attributed to some other reason.

Of course they do not receive anything like the price we pay here for civet, but since money has great value in Abyssinia, the Arabs make a good thing out of the civet they collect. The currency in use, if any at all is used, is the old Austrian Maria-Theresa thaler, which is now coined specially for these countries. Further in the interior, however, they could do nothing even with these coins, and there mostly American kerosene and cotton goods are given in exchange for the products of the country. The civet, when received from this first source, is not always pure, but adulteration is found in few instances only.

Much more than half the civet which is exported goes via Aden; still very large quantities reach Cairo, probably being brought down the Nile. In all of Egypt the consumption of civet is exceedingly large. It is a well-known fact, that the Egyptian ladies in the harems use pure civet as a perfume on their bodies to increase their attractiveness. The export of civet via Cairo is not considerable.

The civet is usually packed in horns, and sewed up in cowhide, which is some kind of a protection because the cowhide cannot be opened and closed up again without showing traces of having been tampered with. Nevertheless these cowhide covers can most likely be made up again in places after the civet has left Hara. The adulteration usually used, in the first period, is banana pulp and grease. Some of the adulterants used in Abyssinia and Arabia are still kept secret, and no examination has been able to prove what had been used. I have had civet before me which was adulterated far more than 50 per cent, but notwithstanding this large percentage, I could not determine what the adulterant was. The adulterants used in other instances are of quite a variety. They sometimes use ordinary syrup, glycerine, vaseline, starch, and finally, what may surprise you, plain water. This water is added when the civet is almost liquid, and is beaten in the same way as when preparing cold cream. If the beating is done thoroughly, the water will be very difficult to detect. It requires a great deal of experience and practice to determine the purity of civet, and a knowledge of chemistry does not assist us very much. I have always given the preference to civet of a light greenish color in the center of the horns, while the civet on top of the horn (where the air comes in contact with it) would be of a brownish color. I have found that most of the adulterants named turn the civet brown, which is caused by the fact that the entire amount of civet, when thoroughly mixed up with an adulterant, must necessarily come in contact with the air. This does not mean that civet of light green color has not been adulterated in the first period (I mean when it passed from the hands of the farmer to the dealer), but the risk assumed in that direction, while it of course exists, is very much smaller than afterwards. Chemistry claims that civet should not show more than 10 per cent. water, and the other 90 per cent. should be fatty matter. If tested in this direction, the adulterants like banana pulp, glycerine, honey, and water itself, will show up as water. I believe, however, that when the civet is collected the natural moisture of the animal would show more than 10 per cent. water. At least, civet showing only 10 per cent. water is exceedingly scarce, and it must also be considered that a number of adulterants may be used which will not show up as water. Therefore, this chemical examination will probably not be of much weight until an examination could be made on the spot with civet of unquestionable purity. Chemistry has found in the meantime that the smelling principal in civet is skatol, and this has been produced artificially. No doubt you have all seen artificial civet which, however, at present is about as far from the natural product as artificial musk is from the genuine.

(To be Continued.)

## THE ESSENTIAL OILS AND THE INTERNATIONAL CONGRESS FOR THE SUPPRESSION OF ADULTERATIONS (GENEVA, 1908)

BY M. EM. PERROT

Docteur en sciences, Professor at the Ecole supérieure de Pharmacie de Paris

(Concluded from the March issue.)

Already, whilst recognizing these numerous difficulties the French Commission of the Geneva Congress had discussed the characters of the essential oils of sandalwood and anise, and established the two corresponding definitions, which we reproduce here, whilst referring the reader for the discussion to the report of M. Justin Dupont:

### ESSENTIAL OIL OF YELLOW SANDALWOOD.

**DEFINITION.**—The essential oil obtained by the distillation with steam of the wood of the yellow sandalwood tree (*Santalum album* L.).

**CHARACTERS.**—Colorless or pale yellow oil, slightly viscid. At a temperature of 20° C., it is entirely soluble in 5 parts of 70 per cent. alcohol.

**Density:** from 0.975 to 0.985 at 15° C.

**Polarimetric rotation:**

$$x = -10^\circ \text{ to } -20^\circ (l = 100 \text{ mm.}).$$

It should contain a proportion of alcoholic principles, having the properties of the bodies described under the name of santalol, which, calculated to the formula  $C_{10}H_{16}O$ , should not be lower than 90 per cent. The saponification number should not be higher than 25.

### ESSENTIAL OIL OF ANISE.

**DEFINITION.**—The essential oil obtained by the distillation with steam of the fruits of *Pimpinella anisum*.

**CHARACTERS.**—The examination of oil of anise will consist of three physical determinations:

**Density:** Comprised between 0.980 and 0.990 at a temperature of 15° C.

**Rotatory power:**  $x = -1^\circ 50'$  about; it should not be dextrorotatory.

**Solidifying point:** This constant bears a relation to the richness in anethol. The normal limits are between +15° C. and +19° C., the average being +17° C.

It stands to reason, in this latter case, that the oil of badiana (star-anise), the odor and flavor of which are very different from those of oil of anise, should not be substituted for it, although the physical and chemical characters of the two are identical and indistinguishable in the present state of science. The definition should, therefore, state that the oil of badiana is only distinguished from oil of anise by the odor and flavor.

Another point that has been raised and decided by the Congress. It concerns the commercial products employed for aromatizing various food products or liqueurs and designated by the name of *fruit essences*. Some are extracted from plants, others are mixtures of vegetable substances or of chemical compounds or else simply solutions of synthetic chemical perfumes. It was clearly shown that some regulation was necessary, and on the proposi-

tion of M. Pillet, after a discussion, the following resolution was adopted:

*The products called "Fruit Essences" are exclusively composed of substances extracted from the plants whose name they bear, either dissolved in alcohol or not.*

*When the product is a mixture of several vegetable extracts, the fruit essence shall be called "compound" and shall take the name of the dominant product.*

*When artificial chemical products are introduced, even if only to a partial extent, into the preparation, the products obtained shall be called "artificial fruit essences."*

After this enumeration of the views of the Geneva Congress towards the definition of raw materials and articles of consumption, it only remains for us to state the constant motive which has governed all these discussions: this is the desire to provide the purchaser with a formula, brief but accurate, which will define the pure, unmanipulated product.

If the conclusions of the various Congresses which follow are universally adopted, misunderstandings as regards the nature of the goods sold will soon become impossible, to the greater security of the buyer, the greater profit for genuine industry and the elevation of the commercial morality of the world.

We may add that in being devoted in the first instance to articles of consumption of primary importance and to pharmaceutical substances, the labors of such international Congresses are a real benefaction to hygiene and the public health.—*Scientific and Industrial Bulletin of Roure-Bertrand Fils, of Grasse; October, 1908.*

### THE PERFUMERY BUSINESS AS SEEN FROM THE DEPARTMENT STORE POINT OF VIEW.\*

BY PERCY STRAUSS.

I have been told that when department stores first undertook to install drug and perfumery departments, one of your number sarcastically called them "Muslin Druggists." This happened about 20 years ago, and I believe that my firm was the original "Muslin." If that sarcastic Jeremiah were here today, he would have at least to do us the honor to call us "mouseline de soie druggists."

When department stores first decided to introduce perfumery and drugs they were met in no friendly spirit by the manufacturers. Most of the makers of well-known brands refused to sell them. Determined to fill a demand which their increasing patronage had created the stores were often forced to obtain their supplies indirectly, sometimes even purchasing American brands in foreign markets. This spirit gradually wore away the antagonism born of suspicion and left the way clear for the development of the complete perfumery and drug stores which are now known by the name of departments.

Whether or not the total sales of your product are larger as a result of our embarking in your line, you can judge better than I. I have been told, however, that in the larger cities the department stores sell more perfumery than the drug stores. The latter were, I believe, practically your sole customers before we entered the field. Would your sales have been as large without our aid? I think not. We have given you the most prominent corners in the most crowded parts of the city on which to display your wares. We have tempted the women intent on buying wearing or household needs to stop and admire attractive displays of your products, and we have lured them to the

\*A paper read at the Perfumers' Convention.

(Continued on page 38.)

## TRADE NOTES

The Hymes Bros. Co., 4 Burling slip, New York, will move on May 1 to 235 Pearl street, corner of John, where they will occupy the major portion of the building.

Mr. Louis Descollonges, of Descollonges Frères & Augé, Lyons, France, was a recent visitor to these shores. His firm manufactures synthetic and natural perfume materials.

The plant of the Windsor Soap Co., Buffalo, N. Y., was damaged by fire on March 20. The only loss suffered was caused by the destruction of the office furniture, books and records.

Thomas F. Strachan, who until recently was a soap manufacturer in Buffalo, died on Friday, April 16, at his home, 1308 Pacific street, Brooklyn, N. Y. He left two sons and three daughters.

The Louisville Soap Company has purchased the property of the Memphis Soap Company and will remodel the plant of the latter here with a view to making it a branch of the parent company at Louisville.

The Holbrook Soap Co., New York City, will shortly move its entire plant to Jersey City, N. J., where it is erecting an eight-story concrete building on a plot of ground 200 x 200. Employment will be given to some 300 to 400 hands.

The disappearance of William Q. Smith, of Waterbury, Conn., who has been conducting a soap factory on Union street, near South Main street, has brought to light the fact that he has been giving out worthless checks. He came from Orange, N. J.

H. E. Yeazel, Wheeling, W. Va., who formerly was connected with the Brown Soap Co., has purchased from the receivers of that company all the rights and the machinery for the manufacture of "Skidoo," a soap compound which that company was placing on the market.

Mr. Otto Daniel, representing Dr. Mehrländer & Bergman, Hamburg, Germany, arrived by the *President Grant* on April 15. He will call on manufacturers in our industry as far West as St. Louis, and in Eastern Canada. He expects to remain here a month or two.

Mr. F. E. Watermeyer, of the firm Fritzsche Brothers, New York, sailed on S.S. *Kaiser Wilhelm II*, for France and Germany on April 6. It is three years since Mr. Watermeyer went across the pond, so he will try to combine pleasure with business during his two months' stay abroad.

The Gerhard Mennen Co., Newark, N. J., has brought suit in the United States Court at Indianapolis to restrain the W. & W. Co., of Indianapolis, from offering for sale "Dr. Mennen's Facial Soap." Testimony was taken recently before United States Commissioner Hutchinson in Newark.

Mr. Otto Witrofsky, proprietor of the firm Horowitz & Witrofsky, Vienna, Austria, paid us a visit recently. He arrived by the *Augusta Victoria* on April 17 and will return by the *Kaiser Wilhelm II* on May 4. Mr. Witrofsky is a manufacturer of essential oils, etc., for liquors and confectionery.

The Iowa Soap Co., Burlington, Ia., has brought suit against the C. B. & Q., Rock Island, and T. P. & W. railways to compel them to carry "Pin Yon" soap at the

regular fourth class rate. The railroads hold that the pin inserted in each cake of soap makes the shipments classifiable at a higher rate.

Mr. I. F. Stone, president of the National Aniline and Chemical Co., New York, sailed on S.S. *Königen Luise*, April 10, and will be gone about two months. He will visit the various centers in France, Sicily, Egypt and Turkey, where the products imported by the National Aniline and Chemical Co. originate.

Mr. Kenneth C. Allen, one of the directors of Stafford Allen & Sons, Ltd., London, and a grandson of the founder, Mr. Stafford Allen, returned to England on March 31 by the Adriatic, after a stay of about a month. This trip was Mr. Allen's second one to this country, and as five years have elapsed since his previous visit, he was naturally prepared to note many changes; but he says he was hardly prepared for the rapid progress that has been made.

During the course of a delightful interview with the editor, he said: "I regret exceedingly that I cannot remain here to attend the Perfumers' convention. I have found everyone so very cordial and overwhelming in his kindness that I really regret my departure, even for my home. The recuperative powers of this country are marvelous; and business conditions seem to be improving very rapidly—the only disturbing element being uncertainty regarding the tariff.

"One thing that has pleased me especially is the growing demand for the very finest goods, regardless of price. With quality as the prime factor in the selection of perfumery and drug ingredients, the European manufacturer of finished products will have to look sharp to prevent the loss of his American trade.

"In New York City I was filled with mixed emotion. You know, we have excellent transportation facilities in our 'tubes,' so I felt quite at home in the subway; but I must say that I did not regret the absence of London fogs, for the early spring weather in the States is really delightful. I shall certainly not wait another five years before crossing the 'pond' again."

During the past few years the works of Stafford Allen & Sons, Ltd., have been extended to provide better facilities for handling the growing business. The American distributors of Allen's oils are Messrs. Ungerer & Co., New York, for the United States; and Cornell & Silleg, Montreal, for Canada.



MR. KENNETH C. ALLEN.

The Hanson-Jenks Co., which was incorporated in January for the manufacture of perfumes, toilet preparations, etc., has established commodious offices at 149 West 36th street, New York. The officers are S. I. Hanson, president; Arthur E. Jenks, secretary and treasurer. Both of these gentlemen were connected with the corporation of Richard Hudnut for several years. They state that certain lines will be offered to the trade about June 15.

The California Perfume Co. and Goetting & Co. will occupy a new suite of offices in 31 Park place on May 1. For 25 years they have been located at 126 Chambers street, but have outgrown those quarters. All that may have occasion to communicate with Mr. A. D. Henderson, chairman of the Committee on Fraternal Relations, Manufacturing Perfumers' Association, should make note of this.

A petition in bankruptcy has been filed against the Lacteal Soap Co. of No. 45 West 34th street, New York. Judge Adams appointed Edward S. Thomas receiver on application of Garvin & Young, attorneys for the petitioning creditors, who said that the liabilities were about \$4,000 to \$5,000, and assets \$2,300. The company was incorporated October 8, 1908, with a capital stock of \$50,000.

We have been authorized to announce that Mr. P. R. Dreyer has joined the forces of Ungerer & Co., New York, as special representative. Mr. Dreyer has had very broad training and experience in the essential oil industry, and wherever he is known he is well liked. In 1899, in partnership with a Mr. Diehl, under the style Diehl & Dreyer, he established a general import and export business in South William street, New York, and among the goods handled for perfumers, etc., were the products of Sozio & Andrioli, Grasse. After a short time Mr. Dreyer struck out alone, and to the S. & A. line he added Otto of Rose, Messina Essence and a synthetic account. Because of the growth of his import and domestic business the export department was dropped. In 1904 the business was incorporated and so continued till May 1, 1908, when it was taken over by Stanley Jordan & Co., New York, of which concern Mr. Dreyer became vice president.

The new connections Mr. Dreyer has established augur well for both parties and we join in the felicitations that have been extended to them.

The Arabol Manufacturing Company, 100 William street, New York, desire to call attention to their laboratories, where experience is supplemented by scientific methods, which enable them to meet all individual needs. They claim that of their specialties, Crystol and Timol, give universal satisfaction for pasting labels on glass, the latter for pasting them on tin; for convenience, satisfactory results and cheapness they recommend their Condensed Paste Powder.

The following official order has been issued by Geo. W. Wanamaker, appraiser of the port of New York:

Unless specially directed to the contrary by the secretary of the treasury, at the expiration of 30 days from date, "Lily of the Valley" perfume without alcohol will be returned for duty by this office as an article of perfumery not containing alcohol or in the manufacture of which alcohol is not used, at 50 per cent. ad valorem under paragraph 70 of the tariff, and not as a combination of oils at 25 per cent. ad valorem under paragraph 3 of the tariff, as heretofore returned.

Mr. Justin E. Smith, for several years associated with the Lightner-Seely Co., Detroit, Mich., has taken over the interests of Mr. E. N. Lightner. The business will hereafter be conducted under the style of the Seely Mfg. Co., of which Mr. Smith is secretary and treasurer. He is also president of the Seely Mfg. Co., of Windsor, Ont.

Mr. Oscar Edmund Watts and Miss Carrie Viola Grenelle were married on Monday, April 12, by the Rev. Otho F. Bartholow, at the residence of the bride's parents, 521 Hancock street, Brooklyn, N. Y. Mr. Watts is Chicago representative for Ungerer & Co., New York. After a short honeymoon the happy couple went on to Chicago.

JUSTIN E. SMITH.



The Western Soap Co., Spokane, Wash., whose incorporation was recently reported, has purchased the plant of the Spokane Soap Co. A new building, to cost about \$25,000, will be erected. F. E. Irvine, for six years the local manager of the Armour & Co. packing plant, and the organizer of the Western Soap Company, has been elected president and manager of the new organization, and E. A. Childs, formerly of Childs Bros. & Day, has been chosen secretary and treasurer. The company is incorporated for \$40,000 capital stock, fully paid in. Mr. Simpson turned over the old plant and the site for stock in the new company.

The company will give especial attention to manufacturing "Smilax" laundry soap, as well as a number of other brands of laundry soap, and will also begin the manufacture of different kinds of toilet soaps.



The Consolidated Fruit Jar Co., New Brunswick, N. J., has applied for a patent on an innovation in collapsible tubes. According to the illustration, it will be noticed that the usual smooth exterior gives way to longitudinal ribbing, which is said to enhance the appearance of the tube by giving a prismatic effect. The design of this corrugation may be varied considerably, and thus one manufacturer's tubes may be recognized by a certain design; for instance, broad and light ribs alternating, etc. Furthermore, any desired lettering may be embossed in the tube, thus obviating the use of a paper label. Should a label be desired, however, the makers of the tube claim that the ribbing will insure perfect adhesion.

We have received the following notice: On and after April 1 all business will be transacted by us under the style of Th. Mühlthaler Co.

Our business was formerly conducted under the name of Chemical Works Co., Ltd., for synthetic products and Th. Mühlthaler for natural products.

We make this change so that our entire output may be invoiced as the Th. Mühlthaler Co., and our customers will, therefore, in the future do business with the one firm only.

Thanking you for your past patronage, we remain, very truly yours, *Chemical Works Co., Ltd.*  
Formerly Th. Mühlthaler,  
U. S. manager, Donald Wilson.

On April 21st, before Justice Truax, in the Supreme Court, New York, a jury gave Payton R. McCargo a verdict for \$19,400 against Andrew Jergens and Chas. H. Geilfus, of the Andrew Jergens Co., Cincinnati, O. It appears that McCargo was at one time employed by the J. H. Woodbury Dermatological Institute in which the defendants acquired an interest. They bought 50 per cent. of the capital stock, the remaining 50 per cent. being owned by the late John H. Woodbury, except one share which was in the possession of McCargo.

McCargo was continued as manager at an annual salary of \$5,000, and an agreement to pay him \$39,000 for his one share. He received \$5,000 down and notes for the remainder. A disagreement soon arose and McCargo was discharged. He sued for the difference between the salary he has been earning since he lost his position and the amount guaranteed him by his contract.

The Woodbury Dermatological Institute went into bankruptcy last September on the petition of Messrs. Jergens and Geilfus, the defendants, so that they are now forced to pay nearly \$10,000 each for one share in a company which they themselves have declared to be worthless.

#### NEW ENTERPRISES.

The Forquignon Sales Co., New York. Deal in cutlery, files; toilet articles, etc.; capital, \$100,000. Incorporators: G. Palmer, E. Forquignon, E. C. Koch, New York City.

The Granulator Soap Company, Oswego, N. Y. Capital of \$300,000. The directors include George W. Kenyon, William B. Kean and Lewis J. Doolittle, all of New York.

The Radianta Importing Co., New York. Deal in soap, toilet articles, notions; capital, \$25,000. Incorporators: W. H. Alexander, H. C. Moynilo, B. E. Winier, New York City.

Rex Beauty Specialists, Edgewater, N. J.; to manufacture toilet preparations; capital, \$200,000. Incorporators: E. J. Forban, H. M. Browne, J. J. Harper, No. 154 Nassau street, New York.

Kirkman & Son, Brooklyn, N. Y. Capital, \$1,500,000; to manufacture soaps and perfumes; directors: Albert W. Pross, Mount Vernon; Chester B. Grant, Hempstead; William J. Van Nostrand, Brooklyn.

The Perfection Cleanser Soap Co., has been incorporated in New York City with a capital stock of \$100,000 to manufacture soap and soap powders. The incorporators are W. F. Rea, J. A. Simmons and W. G. Coromish.

The D. C. Lehman Manufacturing Company, Amsterdam, N. Y. The company is to manufacture washing compounds and soaps. The capital is \$3,000, and the directors are Daniel C. Lehman, Benjamin H. Lichtman, Harvey Book, of Amsterdam.

Star Hair Supporter Co., New York. To manufacture toilet articles and hair supporters; capital, \$2,000. Incorporators: David C. Watts, No. 125 East Fifty-seventh street; Jeannette P. Goin and Ellen M. Goin, No. 4 West Fifty-sixth street, all of New York.

Nonpareil Manufacturing Company, Pittsburg, Pa., to manufacture, sell and deal in perfumes, chemicals, etc. Incorporators are: L. Duncan, F. S. Alsfelder, S. W. Cooney, all of Pittsburg, and Charles W. Bush, of Wilmington, Del. Capital stock, \$50,000.

Another new enterprise is assured for Fort Worth, an oil mill, refinery, soap factory and compound lard factory, and the owner will be Winfield Scott, who purchased ten acres of land just to the north of the bolt factory, southeast of the city on the Katy road, for the location.



Designed and made by Reed & Barton Co., N. Y.

Presented to  
THEODORE RICKSECKER,  
The Retiring President,  
By the  
MANUFACTURING PERFUMERS' ASSOCIATION  
OF THE UNITED STATES,  
AT THEIR FIFTEENTH ANNUAL MEETING, 1909,  
In Appreciation of his Devotion to the Association  
and its Work.

April 15th, 1909.

Harrison Perfume Co., New York. Manufacture perfume and druggists' sundries; capital, \$5,000. Incorporators: Thomas C. Watkins, No. 972 Sterling place, Brooklyn; Edmund W. Van Voorhis, Rutherford, N. J.; Arleigh Palmer, No. 1410 Seventy-fourth street, Brooklyn.

New York Premium Supply Co., Brooklyn. To deal in merchandise, import and export same, real estate; capital, \$3,000. Incorporators: Charles D. Griffith, No. 342 Fifty-fourth street; Osmond Teodorini, No. 5414 Third street, both of Brooklyn; Louis C. Boxill, Astor House, New York.

Mona Manufacturing Company, Birmingham, Ala. To manufacture soap, sachet powders, perfumery, tooth powders and tooth washes. The authorized capital stock is given at \$50,000, and the company proposes to begin with \$30,000. The officers are: Joseph W. Trotter, president; T. M. Cate, vice-president; E. A. Wilson, secretary, and Mrs. M. L. Trotter, treasurer.

The Tennessee Packing & Stock Yards Company, Nashville, Tenn., absorbing three important industries. They are the Tennessee Packing & Provision Company, the Nashville Union Stock Yards Company and the Enterprise Soap Works. The capital stock is \$2,000,000, of which one-half is preferred. The officers of the new corporation are: Wm. J. Cummins, president; Jno. A. Hawkinson, vice-president and general manager; Harry Anderson, secretary; Samuel S. McKay, treasurer.

#### CIRCULARS, ETC., RECEIVED.

W. T. Bush & Co., Inc., New York.—April price list directs special attention to Oleoresin Vanilla "Bush." This list is well arranged, as usual, clearly printed in neat type of a readable size.

Fabriek van Chemische Producten (formerly W. Mallman), Roermond, Holland.—Special price list of artificial and synthetic perfume ingredients and compositions; prices are quoted in English denominations. Chemical Works "Flora," Ltd., Dubendorf-Zurich, Switzerland. (T. W. Stemmler & Co., New York, Agents).—List of synthetic products for perfumes and soaps; prices are not quoted in our copy.

Fritzsche Brothers, New York.—Circular entitled "Essential Oils, Sicilian and Calabrian, as affected by the Earthquake."

Jeancard, Fils & Co., Cannes, France (Ungerer & Co., New York, Agents).—Wholesale price list for April. In the Commercial Review brief but illuminating notes are given regarding the principal flower crops; and an exhaustive report on the Messina essence situation, written by M. Paul Jeancard, who visited Sicily recently.

#### PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL and STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

#### FEDERAL.

The following publications have been made by the United States Department of Agriculture:

Notice of Judgement Nos.

36. Misbranding of Canned Apples and Blackberries.
37. Adulteration of Milk (Water).
38. Misbranding of Canned Corn.
39. Misbranding of Corn and Beans (Underweight).
40. Misbranding of Canned Corn (as to presence of saccharin).
41. Adulteration of Water (Great Bear Spring).
42. Misbranding of Butter (Renovated Butter).
43. Misbranding of Canned Peas (as to weight).
44. Misbranding of Meal (as to Milling Process).
45. Adulteration and Misbranding of Whiskey (as to Color, Age and Source).
46. Adulteration of Eggs (Filthy, Decomposed Animal Substance).
47. Misbranding of Maple Syrup (as to presence of Maple Syrup).
48. Adulterated and Misbranded Vanilla Extract (a Colored Imitation).
49. Misbranding of Coffee (as to Geographical Source).
50. Adulteration of Coffee (Coated with Lead Chromate).
51. Misbranding of Bottled Beer (as to place of manufacture).
52. Misbranding of Canned Corn (underweight).
53. Misbranding of Canned Corn (underweight).
- Food Inspection Decision 106.—Amendment to F. I. D. 77. (A definition of the terms "Batch" and "Mixtures" as used therein.)

Circular No. 43. Bureau of Chemistry.—Extracts from the Proceedings of the Association of Official Agricultural Chemists, 1908. [An advance circular giving the recommendations of the referees as adopted, appointments and motions affecting the work of 1909.]

#### STATE.

CALIFORNIA.—Bulletin of the State Board of Health for February, 1909, received.

INDIANA.—Bulletin for the State Board of Health for February, 1909:

Sample No. 12,932.—Wabash Baking Powder Co.—Lemon Extract; slightly below standard. Illegal.

Sample No. 13,536.—Hall, Whitney Co., Binghamton, N. Y.—Vanilla Extract; 0.1408% vanillin; artificial. Illegal.

Sample No. 13,537.—Hall, Whitney & Co., Binghamton, N. Y.—Contains no lemon oil; artificially colored. Illegal.

Sample No. 13,538.—Hall, Whitney & Co., Binghamton, N. Y.—Vanilla Extract; 0.1064% vanillin; artificial. Illegal.

Fifteen other samples of extracts analyzed were found to be legal.

KANSAS.—Bulletin of the State Board of Health, March, 1909.

#### EXTRACTS.

No. 1,381.—"Good Luck Pure Flavoring Extract of Lemon"; mfr., Dr. J. H. Oyster, Paola, Kan.—Lemon oil 0.3%; illegal.

No. 1,529.—"Sunburst Extract of Lemon"; mfr., The Theo. Poehler Merc. Co., Lawrence, Kan.—Lemon oil 0.3%; artificial coloring; illegal.

No. 1,549.—"Nox-awl Flavoring Extract of Lemon"; mfr. H. D. Lee Merc. Co., Salina, Kan.—Lemon oil 0.3%; colored; illegal.

No. 6,252.—"Yale Brand Pure Extract of Lemon"; mfr., Steinwender-Stoffregen Coffee Co., St. Louis, Mo.—Lemon oil 4%; illegal.

No. 6,266.—"Excelsior Flavoring Extract of Lemon"; mfr., E. B. Miller & Co., Chicago; short measure 1.5%; illegal.

No. 6,330.—"4-oz. Revolution Extract of Lemon"; mfr., Wm. Hoyt Co., Chicago; short measure 9.3%; illegal.

#### "OLIVE" OIL.

No. 1,327.—"Salad Oil; So-Called Malaga Olive Oil; yellow"; mfr., Evans-Smith Drug Co., Kansas City, Mo.—Cottonseed oil; illegal.

No. 7,286A.—"Pure Olive Oil; Best Olive Oil; Gold Medal, Marseilles Exhibition, 1890"; mfr., J. B. & O. Artand Frères, Marseilles, France.—Adulterated with cottonseed oil; illegal.

#### DRUGS.

No. 2,653.—"Cu Cura Hair Tonic"; mfr., Cu Cura Co., Tulsa, Okla.; contains nearly 5% sulphuric acid; unfit for sale.

No. 2,787.—"Blue Bell Toilet Water"; mfr., Aug. Kern Barber Supply Co., St. Louis, Md.—contains methyl alcohol.

NEW HAMPSHIRE.—The State Chemist advises that "vanilla extracts failing to show at least as much vanillin as the above [0.05%] certainly cannot be regarded as of standard quality."

Bulletin for January-April, 1909, received.

OHIO.—Twenty-third Annual Report of the Dairy and Food Commission for the Fiscal Year ending November 15, 1908, contains the Ohio food laws as amended to May 1, 1908.

SOUTH DAKOTA.—Prof. A. N. Cook, of the University of South Dakota, will become Food and Dairy Commissioner, to succeed A. H. Wheaton, on July 1. A new ruling may then be expected on terpeneless lemon extract.

TENNESSEE.—Bulletin No. 1, March 15, 1909, of the Chief Food Inspector.

## PATENTS, TRADE-MARKS, ETC.



## NOTE TO READERS

This Department is conducted under the general supervision of Samuel E. Darby, Esq., Patent and Trade-Mark Attorney, 220 Broadway, New York, formerly Chief Clerk and Examiner, U. S. Patent Office. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz: PERFUMES, SOAP, FLAVORING EXTRACTS and TOILET PREPARATIONS.

The trade marks illustrated are described under the heading "Trade Marks Applied For," and are those for which registration has been *allowed*, but not yet *issued*. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade marks, labels, copyrights, etc., will receive Mr. Darby's attention if addressed to

PATENT AND TRADE MARK DEPT.,  
Perfumer Pub. Co., 100 William St., New York.

## PATENTS GRANTED.

915,781.—HAIR TONIC.—Edward D. Marshall, Cedar Rapids, Iowa. Filed June 1, 1907. Serial No. 376,787. A hair tonic consisting of an intimate mixture of olive oil with an aqueous extract of the leaves of elder,

crab apple, morning glory, night shade, wild sage, horseradish, boneset and sheep sorrel, in substantially the described proportions.

918,053.—TOILET ARTICLE.—George M. Irwin, East Orange, N. J. Filed August 24, 1908. Serial No. 450,072.

4. An extruding holder for stick, substance as described, comprising a top tubular shell having a collar at its top providing an extruding mouth polygonal in cross section and having internal screw threads at its bottom end; and an extruding member having external screw threads and screwing interiorly into said top shell, in combination with a twisted prismatic stick of substance as described corresponding in cross section to that of said mouth and with the direction of its twist corresponding to that of the said external screw threads, whereby the rotation of said extruding member will both push and screw said stick through said polygonal mouth.

## TRADE MARKS REGISTERED.

73,065.—Hair Tonic.—Christopher Dennis Griffin, San Marcos, Tex.

Filed June 29, 1908. Serial No. 35,849. Published January 12, 1909.

73,066.—Tooth Paste.—Karl Hermann, Carlsbad, Austria-Hungary.

Filed November 7, 1907. Serial No. 31,055. Published January 12, 1909.

73,068.—Talcum Powder.—National Toilet Company, Paris, Tenn.

Filed November 19, 1908. Serial No. 38,777. Published January 12, 1909.

73,069.—Soap.—The Procter & Gamble Company, Ivorydale, Ohio; Kansas City, Kan.; New York, N. Y., and Cincinnati, Ohio.

Filed November 14, 1908. Serial No. 38,647. Published January 12, 1909.

73,192.—Washing Powder.—The Roessler & Haaslacher Chemical Co., New York, N. Y.

Filed December 5, 1908. Serial No. 39,137. Published January 20, 1909.

73,276.—Skin Cleansing Preparations.—Alfonso De Paul, Philadelphia, Pa.

Filed December 1, 1908. Serial No. 39,031. Published January 12, 1909.

73,293.—Preparation for Cleaning and Polishing Glass.—Hall, Bayliss & Co., London, England.

73,296.—Cold Cream.—Charles E. Keeler, Atlantic City, N. J.

Filed October 7, 1908. Serial No. 37,858. Published January 5, 1909.

73,300.—Foot Salve.—Sanative Remedy Co., St. Louis, Mo.

Filed October 5, 1908. Serial No. 37,813. Published February 2, 1909.

73,334.—Talcum Powder.—Lambert Pharmacal Company, St. Louis, Mo.

Filed December 23, 1908. Serial No. 39,491. Published February 9, 1909.

73,335.—Certain Toilet Preparations.—Max Elb, Gesellschaft mit Beschränkter Haftung, Dresden, Germany.

Filed December 14, 1906. Serial No. 24,034. Published February 9, 1909.

73,339.—Toilet Preparation.—Osborne, Bauer & Cheeseman, London, England.

Filed November 30, 1908. Serial No. 38,984. Published February 9, 1909.

73,341.—Hair Tonic Powders.—Robert Low's Son & Howard, New York, N. Y.

Filed December 18, 1908. Serial No. 39,415. Published February 9, 1909.

73,343.—Violet Perfumes. Schimmel & Co., Miltitz-Leipzig, Germany.

Filed July 17, 1908. Serial No. 36,172. Published February 9, 1909.

73,347.—Tooth Powder.—Clarence E. Tuttle, Boston, Mass.

Filed December 24, 1908. Serial No. 39,511. Published February 9, 1909.

73,354.—Cotton Seed Oil Used as Food.—The American Cotton Oil Company, West New York, N. J.

Filed November 28, 1908. Serial No. 38,954. Published February 9, 1909.

73,355.—Cotton Seed Oil Used as Food.—The American Cotton Oil Company, West New York, N. J.

Filed November 28, 1908. Serial No. 38,955. Published February 9, 1909.

73,378.—Antiseptic Tooth Powder. Elam Ward Olney, New York, N. Y.

Filed December 19, 1908. Serial No. 39,430. Published February 9, 1909.

#### LABELS REGISTERED.

14,712.—Title: "Liotta's Eubeline." (For Medicinal Preparations for the Hair.) Matthew A. Liotta, New York, N. Y. Filed February 8, 1909.

14,714.—Title: "Rose Mint Antiseptic Tooth Powder." (For Tooth Powder.) Ben M. Rawlings, Washington, D. C. Filed February 10, 1909.

14,715.—Title: "Rose Mint Medicated Talcum Powder." (For Talcum Powder.) Ben M. Rawlings, Washington, D. C. Filed February 10, 1909.

14,716.—Title: "Earl New Cleanser." (For a Cleaning Compound.) Earl Soap Works, Lincoln, Neb. Filed February 11, 1909.

14,755.—Title: "Vassar Violet." (For Talcum Powder.) John D. Sauter, Poughkeepsie, N. Y. Filed March 11, 1909.

14,756.—Title: "Ellerbe's Dandrufage." (For Hair Tonic.) Alexander Clyde Ellerbe, Florence, S. C. Filed March 8, 1909.

#### TRADE MARKS APPLIED FOR.

30,711.—The Purrington Co., Northampton, Mass. Filed October 21, 1907.—Tooth Powder, Tooth Paste, Liquid Dentifrice, Talcum Powder, Foot Powder, Bath Powder, Toilet Cream, Foot Lotion and After-Shaving Lotion.

33,648.—Western Grocer Co., Marshalltown, Iowa. Filed March 26, 1908.—Flavoring Extracts.

37,413.—Cora E. Hopkins, Philadelphia, Pa. Filed September 16, 1908. Mouth Wash.

37,432.—Kothe, Wells & Bauer Co., Indianapolis, Ind. Filed September 17, 1908.—Flavoring Extracts.

37,642.—Castruccio-Amestoy Co., Los Angeles, Cal. Filed September 28, 1908.—Italian Olive Oil.

37,685.—Kansas City Wholesale Grocery Co., Kansas City, Mo. Filed September 29, 1908.—Flavoring Extracts.

37,695.—Powell-Saders Co., Spokane, Wash. Filed September 29, 1908.—Flavoring Extracts.

37,830.—W. Feazel, Anniston, Ala. Filed October 6, 1908.—A Chemical Compound for Making Soap for Laundry Purposes.

38,154.—Julia Colton, Newark, N. J. Filed October 20, 1908.—Hair Tonic.

38,188.—E. D. Sawkins, Baltimore, Md. Filed October 22, 1908.—Hair Tonic, a Hair Coloring and a Milkweed Lotion.

38,223.—Leege & Haskins, San Francisco, Cal. Filed October 24, 1908. Olive Oil, Flavoring Extracts.

38,766.—Per August Anderson, Omaha, Neb. Filed November 19, 1908.—A Detergent Cleaning Preparation.

39,042.—Woodley Soap Manufacturing Co., Boston, Mass. Filed December 2, 1908.—Flaked Soap for Use in Laundry, Bleacheries and in Cleansing Operations.

39,070.—Elete Co., New York, N. Y. Filed December 3, 1908. (The background of the border is a light blue, the background of the space where the printing occurs is green, the flowers are pink and the leaves green.)—Liquid Green Soap.

39,604.—The Amulet Chemical Co., Philadelphia, Pa. Filed December 20, 1908. Talcum Powders and Tooth Paste.

39,750.—The Enos Adams Co., Bennington, Vt. Filed January 7, 1909. Used ten years.—Cleaning, Scouring, Polishing, Toilet and Laundry Soaps.

39,779.—Claes Julius Enebuske, New York, N. Y. Filed January 8, 1909.—An Antiseptic Preparation in Liquid Form for the Treatment of All Forms of Skin Irritation.

39,918.—W. C. Gundelfinger Co., Pittsburg, Pa. Filed January 14, 1909.—Imported Olive Oil.

40,142.—Cortlandt H. Van Rensselaer, Philadelphia, Pa. Filed January 26, 1909.—Scouring, Cleaning and Polishing Soap.

40,311.—John A. Brown, Washington, Kan. Filed February 3, 1909.—Toilet Cream.

40,349.—Elete Co., New York, N. Y. Filed February 4, 1909. (The flowers and background of the shield-shaped central figure are violet colored and the stems and leaves green.) Talcum Powder.

40,423.—Young & Bokemeyer, Baltimore, Md. Filed February 8, 1909.—A Tonic for the Hair and Scalp.

40,478, 40,479, 40,480.—D. R. Bradley & Son, Pleasantville and New York, N. Y. Filed February 11, 1909.—Toilet Soap.

40,554, 40,555.—Lautz Bros. & Co., Buffalo, N. Y. Filed February 15, 1909.—Soap and Washing Powder.

#### OMITTED FROM MARCH ISSUE.

40,167.—Iowa Soap Co., Burlington, Iowa. Filed January 27, 1909.—Soap.

40,276.—The Roessler & Hasslacher Chemical Co., New York, N. Y. Filed February 1, 1909.—Washing Powder Having Detergent Properties.

## FOREIGN CORRESPONDENCE, MARKET REPORT AND PRICES.

### ENGLAND.

Messrs. Joseph Crosfield & Sons, Ltd., and The Erasmic Co., Ltd., have been appointed soap-makers and perfumers to His Imperial Majesty the Sultan of Turkey.

The death is reported of Mr. Martin Houldsworth, who was formerly a member of the firm of Daniel Houldsworth & Sons, soap manufacturers, Walkley lane, Heckmondwike. He was 50 years of age.

Mr. W. Hulme Lever, the only son of Mr. W. H. Lever, M.P., attained his majority on Thursday, and the event was celebrated enthusiastically by the employees at Port Sunlight.

### FRANCE.

PARIS.—At the last meeting of the Academy of Inscriptions and Belles Lettres, M. Clermont Ganneau announced that he had purchased on behalf of that body a very ancient and small bottle in alabaster, bearing on the front the words, "Cinnamon from Krinippos," this being the name of a renowned perfumer of ancient Greece.

MARSEILLES.—The buildings occupied by M. Planchon, a flower grower and dealer in raw materials, were destroyed by fire recently. The loss was about \$200,000.

GRASSE AND CANNES.—The violet crop has been a great disappointment. In the early part of February the indications for a good crop were promising, thanks to the abundant rains; but on the 11th a severe snow storm occurred, causing great damage to the olive trees that sheltered the violet beds, and as the storm continued for several days, the major portion of the flowers were destroyed.

JONQUIL.—The crop has been retarded, but gives good promise. The flowers are cheaper than last year.

LAVENDER.—The production will be quite abundant and the market is consequently weak.

A BANQUET.—The members of the Grasse section of the Republican Committee of Commerce, Industry and Agriculture held a reunion recently. It was presided over by M. Mascurand, a senator, general president of the committee. Others in attendance were M. Honoré Cresp, Mayor of Grasse; M. Paul Jeancard, etc. M. Louis Roure, president of this section was absent on account of illness.

Several weeks ago obsequies were held in honor of Monsieur Eugène Daver, the well-known soap manufacturer, judge of the tribunal of commerce, who died after a short illness.

The deceased was only 44 years old. The pall bearers were Messrs. Daver, oil manufacturer; Joseph Cresp, contractor; Espinosse, president of the tribunal of commerce; Dr. Bossuet; Aubanel, president of the Society of Mutual Successor; Antoine Faissolle; Lafitte, perfumer.

### TURKEY.

The series of reports on the present season's olive and olive-oil yields of Mediterranean countries is supplemented by the following from Vice-Consul-General Oscar S. Heizer, of Constantinople:

It is estimated that the entire Turkish output of olive oil

will not exceed 900,000 quintals (Turkish) or, say, 50,000 tons. The principal centres of production are Aidin, Baindir, Odemich, island of Mitylene, Edremit, Aivaly, Kuluk, and the islands of the Archipelago. This crop is below the average of 70,000 to 75,000 tons. It is, therefore, relatively insufficient to meet local requirements and foreign demands.

The olive-oil crop in Greece, Crete, Italy and Morocco has completely failed. The crop of Tunis is estimated about 10,000 tons, or about one-fourth of its average crop.

As far as Spain is concerned opinion is divided, but it is believed that the country possesses a very considerable stock of last season's oil, and that the present crop will reach about one-third of that of a good year. Spain is the largest olive-oil producing country in Europe. A good harvest gives about 500,000 tons of oil. Its home consumption is very considerable, and it is probable that the high market price will prevent its exportation. If next spring the olive groves give hopes of a large crop, the prices of Spain will drop, affecting foreign markets, the American included.

The crop of Turkey alone gives any hopes whatever of export. Southern Russia, Roumania, Bulgaria, northern Asia Minor, Egypt, Tripoli, etc., draw their supplies from the Levant, which includes Greece and the island of Crete.

The stocks on this market are nil, and the arrival of the newly pressed oil is anxiously awaited. Important orders are expected from France and Italy, which have already sent their agents to Smyrna to make important purchases. From the foregoing it is only natural that this market is firm and the prices paid for local consumption as well as export are in the ascendant. Compared with the yield in Spain, which often reaches 500,000 tons, the Turkish crop this season is an insignificant 10 per cent., which is all the more to be regretted as the climatic conditions are eminently favorable to olive culture and the trees grow wild in more than one province.

The exports from Turkey amount to about 12,000 tons, valued at \$1,851,529 for the year ending March 13, 1906, while the imports were 2,550 tons, valued at \$380,287. Both exports and imports average 6 to 7 cents per pound, although the oils imported are superior French and Italian oils.

Another fact bearing upon the quality of this product must not be overlooked, and it is that in many regions the system of olive pressing is most rudimentary and in some districts is very similar to that employed by the ancient Jews. There is certainly great need of modern machinery and more scientific methods in order to secure the best results from the oil industry in this Empire, which is so well adapted by nature and climatic conditions to be one of the leading olive-oil producers of the world.

### CANADA.

In reporting the consolidation by purchase of soap works at Calgary by a soap-making company of Winnipeg and Vancouver, Consul-General John Edward Jones gives the following account of the soap trade of Canada:

"This organization on the part of this Canadian concern evidences a purpose to control the soap market of western Canada. For a long time—in fact, since the last customs tariff of Canada went into effect—American soaps have found a decreasing market in western Canada. This is true more especially of the laundry soaps, which have found it impossible to pay a duty of 1 cent per pound and compete with the Canadian product. The result is that the American-made laundry soap has practically been shut out of Canada."

Taking advantage of the liberal advertisements which made special products of the United States popular, the Canadian soap manufacturers have duplicated the

article and made material inroads into the business of western Canada.

A most determined effort was made to control the laundry-soap business and this has succeeded. Considerable difficulty, however, has been found in controlling the market for fancy soaps, and the well-known brands of American manufacture still enjoy a good sale, although it is by no means commensurate with the situation, as the company in question is also proving a strong competitor in this line.

Before the consolidation of these companies the local concern experienced difficulty in obtaining a sufficient supply of raw material. It therefore went into the markets of the United States and imported large quantities of rough grease, which comes in free of duty. Quite a vigorous protest was entered during the early part of 1908 by one of the American manufacturers that tallow was being purchased in the western part of the United States and sent into Canada free of duty. Samples of the material were sent to the Dominion chemist, who ruled in favor of the importer. The new company has a capitalization of \$2,000,000 and for the present will confine its efforts to the western market before undertaking any advertising campaign for export business.

#### THE DOMESTIC MARKET.

The local market has passed through several changes in character during the past month. When the Payne Tariff Bill was reported in the House, a number of importers cabled to the foreign principals urging the immediate shipment of oils that would be dutiable; but when the Senate amendments were published, indicating that former conditions would continue, these orders were suspended.

Almond, Bitter.....	per lb.....	\$3.50	Fennel, Sweet .....	\$1.20	Sassafras, natural .....	\$0.70
" " F. F. P. A.....	4.50	" Bitter .....	.75	Savin .....	1.40	
" Artificial .....	.75	Geranium, African.....	4.00	Spearmint .....	2.75	
" Sweet, True.....	47-57	" Bourbon .....	3.50	Spruce .....	.45	
" Peach-kernel .....	30-35	" French .....	11.00	Tansy .....	4.50	
Amber, Crude.....	.13	" Turkish .....	2.50	Thyme, red, French.....	1.10	
" Rectified .....	.20	Ginger .....	4.50	" white, " .....	1.30	
Anise .....	1.20	Gingergrass .....	1.35	Yvetvert, Bourbon .....	8.50	
Aspic (Spike).....	1.10	Hemlock .....	.60	" Indian .....	42.00	
Bay, Porto Rico.....	3.50	Juniper Berries, twice rect.....	1.25	Wintergreen, artificial .....	.38	
Bay .....	2.25	Kananga, Java .....	4.00	Wormwood .....	4.50	
Bergamot, 37-38%.....	4.50	Lavender, English .....	7.00	Ylang-ylang .....	50.00-65.00	
Bergamot, 35%.....	4.25	" Cultivated .....	2.50			
Birch (Sweet).....	1.75	Lemon .....	1.75			
Bois de Rose, Femelle .....	4.50	Lemongrass .....	.90	BEANS.		
Cade .....	.20	Limes, expressed .....	2.00	Tonka Beans, Angostura .....	1.10	
Cajeput .....	.53	" distilled .....	.80	Surinam .....	.55	
Camphor .....	.12	Linaloe .....	3.75	Para .....	.30	
Caraway Seed .....	1.50	Mace, distilled .....	.80	Vanilla Beans, Mexican .....	3.00-5.00	
Cardamom .....	18.00	Mustard, natural .....	4.50-8.50	" " Cut .....	2.50-2.75	
Carvol .....	2.45	" artificial .....	2.00	" " Bourbon .....	2.25-3.00	
Cassia, 75-80%, Technical.....	1.10	Myrrhane, rect .....	.12	" " Tahiti .....	70-1.00	
" Lead free.....	1.40	Neroli, petale .....	80.00-90.00			
" Redistilled .....	1.80	" artificial .....	17.00	SUNDRIES.		
Cedar, Leaf.....	.60	Nutmeg .....	.90	Ambergris, black .....	(oz.) 20.00	
" Wood .....	.25	Orange, bitter .....	2.25	" gray .....	" 25.00	
Cinnamon, Ceylon.....	8.00-12.00	" sweet .....	2.15	Civet, horns .....	1.75-1.85	
Citronella .....	.30	Origanum .....	.40	Cologne Spirit .....	2.64	
Cloves .....	.85	Orris Root, concrete .....	(oz.) 3.50-4.50	Cumarin .....	3.10	
Copaiba .....	1.25	Patchouly .....	4.75-5.50	Heliotropine .....	1.85-2.00	
Coriander .....	6.00-13.00	Pennyroyal .....	2.50	Musk, Cab, pods .....	(oz.) 8.00	
Croton .....	.80	Peppermint, W. C. .....	1.60	" " grain .....	" 15.00	
Cubeb .....	1.90	Petit Grain, American .....	4.50	" Tonquin, pods .....	" 18.00	
Erigeron .....	1.50	" French .....	6.00	" " grain .....	" 22.00	
Eucalyptus, Australian, 70%.....	.55	Pimento .....	2.25	" Artificial, per lb.....	1.75	
		Rose .....	(oz.) 6.25	Orris Root, Florentine, whole .....	.10	
		" Trieste .....	.80	Orris Root, powdered and .....		
		Safrol .....	.70	granulated .....	.13	
		Sandalwood, East India.....	.50	Talc, Italian .....	.01 1/2-.01 1/4	
		Sassafras, artificial .....	3.50	Terpineol .....	.35-4.5	
			.34	Vanillin .....	(oz.) 33-35	

Meanwhile prices had see-sawed, and are now but little changed.

Otto of Rose is one of the most interesting just now. The tariff agitation pretty nearly cleaned out the Bulgarian stock of high-grade otto, with a natural rise in price. The prospects for the new crop are reported as excellent; and should the necessary rains prevail at distilling time, an abundant supply of oil may be looked for. Based on the old natural law of supply and demand the price of otto will depend on the demand by manufacturers, and judging by the conservatism that has lately prevailed, it is possible that very moderate figures will prevail next summer.

#### BEANS.

If reports are to be believed the coming crops of Bourbon and Mexican vanilla beans will be very meagre, in fact some are so pessimistic as to say that not over half the average crop will be available. Spot prices for Bourbon are from \$2.25 upward; Mexican cuts, \$2.50@2.75; whole beans, \$3.00.

#### SOAP MATERIALS.

Tallow, city, .05 1/2 (hds.); country, .05 3/4. Grease, brown, .04 1/4@.04 3/4; yellow, .05@.05 1/2. Cottonseed Oil, crude, tanks, .33@.34; summer, yellow, prime, .41 1/2@.42. Cocoanut Oil, Cochin, .06 1/2@.07; Ceylon, .06 1/2@.06 1/2. Olive Oil, yellow, \$1.30@1.50. Olive Oil, Footh, prime .08 3/4@.09. Palm Oil, Lagos, .05%; red prime, .05 3/4. Chemicals, borax, .05; caustic soda, 80 p. c. basis of 60 p. c., \$1.90. Rosin, first run, .21; second, .23; third, .25; fourth, .27.

## TRADE MARK DECISION.

Ex parte Lake Chemical Company. Decided March 29, 1909.

Print—Use of legend "Guaranteed Under the Food and Drugs Act"—Registration refused.

For the reasons stated in *ex parte* Tennessee Brewing Company (136 O. G., 1999) and *ex parte* Ruppert (140 O. G., 755) a print containing the words "Guaranteed under the Food and Drugs Act, June 30, 1906," was properly refused registration.

On appeal.

## FOOT POWDER.

Messrs. Mason, Fenwick & Lawrence for the applicant. Moore, Commissioner.

This is an appeal from the decision of the Examiner refusing to register a print for the reason that it contains the so-called guaranty legend in the form, namely, "Guaranteed under the Food and Drugs Act, June 30, 1906," held to be objectionable in my decisions in *ex parte* Alart and McGuire (131 O. G., 2145); *ex parte* Tennessee Brewing Company (136 O. G., 1999); *ex parte* Ruppert (140 O. G., 755); also for the reason that the clause is not in the form required by Inspection Decision 99 of the Department of Agriculture of all guarantees filed after January 1, 1909.

The action of the Examiner is believed to be correct. In the case of *ex parte* Tennessee Brewing Company, supra, I stated:

This arrangement of subject matter is in my opinion likely to cause a purchaser to believe that inasmuch as the label is registered by the Government the character or quality of the goods described as "Guaranteed under the Food and Drugs Act, June 30, '06, Serial No. 19,733," is approved by the Government. It is insisted, however, that the guaranty clause above quoted is in the precise form prescribed by the "Rules and Regulations for the Enforcement of the Food and Drugs Act" and that the use of these words in the present form cannot be objected to. This contention is believed to be untenable. It is easily possible for the guarantor to so place the prescribed legend upon its labels that there can be no likelihood that its use will mislead the public in respect to the actual guaranty.

Since the above decision was rendered section b, Regulation 9, of the "Rules and Regulations for the Enforcement of the Food and Drugs Act," has been amended to read as follows:

A general guaranty may be filed with the Secretary of Agriculture by the manufacturer or dealer and be given a serial number, which number shall appear on each and every package of goods sold under such guaranty with the words "Guaranteed by (insert name of guarantor) under the Food and Drugs Act, June 30, 1906." (Food Inspection Decision 99, issued by the United States Department of Agriculture December 12, 1908.)

The contention of appellant that while the requirements of this office concerning the form of the legend noted in the above-mentioned decisions may be proper as to trade marks and labels they are not applicable to prints is not well taken. The statutes and rules concerning the registration of labels and prints by the Commissioner of Patents places labels and prints upon the same footing and furnishes no foundation for appellant's contention.

The decision of the Examiner is affirmed.

## THE PERFUMERY BUSINESS.

(Continued from page 29.)

counters by playing on their senses of smell. Could any other agency have done as well for you, even granting that you had given it the same incentive in profit? Your president suggested to Mr. Brohel, who was the first to be asked to address you on the department store point of view, to throw some light on the volume of perfumery business done by department stores. The best information that I have been able to

obtain on the subject would indicate that 55% of the total sales of your perfumes are made through department stores. What this amounts to and how it is divided your association is better able to determine than I.

Your president has with becoming modesty suggested that for the good of your guild I throw light on some of the mistakes made by perfumers. Were I in closer touch with one or all of you, I might have discovered mistakes, but as I meet you only occasionally, I must perforce speak in the singular. You, or most of you, make one mistake. You ask us to maintain a standard price on your merchandise. We in turn make another by complying with your request. You no doubt do not consider these mistakes because you are protectionists. I am not. I believe in restricting trade as little as possible; I believe that if we were to sell your perfumes and soaps as we sell pins and brooms, or pictures and laces, we would make you enlarge your factories, or make you work them overtime, for most of the year. Those of you who follow our advertisements must have noticed the absence of any mention of your products. And why? No department store has anything to say about them that would not hold true of the same articles on the same day in any other store. Such items would not make interesting reading for our patrons. What they want to read are statements of what we have to offer that we think our competitors will not offer at as low a price on that day. And of none of your products can we make such a claim. For that reason I call your protective policy an error. Why not remove the embargo on enterprise and throw the market open? Do not restrict the 2-minute department stores to the 3-minute class if you want them to draw crowds that will buy your perfumes as they now buy dry goods.

That is what I would call your mistake, the one that most, if not all, of you make, and the one that puts each of you in the line between the sun and your own flower bed.

To take the place of the free trade that treats all alike you put demonstrations in the stores that sell most of your goods; in other words, like the country that surrounds itself with a high tariff wall and has to make most-favored-nations' treaties to keep some markets open, you keep our shelves open to full lines of your merchandise by supplying us with the best sales-women you can find to push them. And conceding your error as justified I think you do well. One of the causes of the success of our own perfumery department is that you have tempted us to keep full lines. Your demonstrators make it their business to see that even the slow sellers move from the shelves. Otherwise I fear we would not have been so willing to place orders on your entire lines. To continue the international simile a little further, your demonstrators are ambassadors sent to friendly courts, and like ambassadors they are paid to lie abroad for the good of their country, we assuming no responsibility for statements made by your employees.

But here we must leave politics and diplomacy. Ambassadors are not permitted to interfere in the domestic affairs of the countries to which they are accredited. You have wisely instructed your demonstrators to do so by selling merchandise other than your own. This makes them doubly welcome. We could ill afford to give them space if they were to answer requests for Colgate's violet extract by saying: "Next young lady, please, I sell only Ricksecker's." I doubt if you realize how important is this feature of a demonstrator's instruction. Most department stores in this city are perpetually trying to push out their walls, trying to obtain more room, particularly on their main floors. This means that every department must justify by sales every particle of floor space. Do you think we could give any of such valuable room exclusively for the sale of one brand of goods?



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POWDER TOPS  
BITTER TUBES  
  
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FOR EXCLUSIVE  
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Represent the *oldest* and *best*, as well as the *newest* and *best* in natural flower odors. The only perfect substitute for the best Pomade washing is a solution of the S & A Concretes. Try 80 per cent. of ours against 100 per cent. of any other.

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They always stick!

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WANTED.—Formulas and complete manufacturing directions for a shaving stick and violet talcum powder. Address X. B., Dept. Post Office Box 247, New York City.

A FRENCH PERFUMER of long experience is open for an engagement; can make the highest grade talcum powders and soaps. Address in full confidence, PARIS, care of this journal.

FOR SALE.—A nearly new French copper pomade washer; made by Augier, Grasse; also Houchin soap press, with dies, cutter, and frames. Address B. ELSON, 100 William St., New York.

SALESMAN WANTED to handle a complete line of natural flowers, oils and synthetics for perfumers, soapmakers, etc. This is a new line, and one that is very successful abroad. Address BROAD, care of this journal.

WANTED.—Sales Agents to handle our high-grade perfume compositions and concentrates. Principal or side line. Liberal commissions, exclusive territory to right parties. METZGER CHEMICAL COMPANY, 164 Front Street, New York.

AGENTS WANTED.—Incomparable: Allen's Royal Talcum, Tooth and Foot Powders, and Royal Shaving Stick. At stores, or mail, 15 cents. Send 50 cents for sample outfit and "Terms to Agents." ALLEN PHARMACAL CO., Plainfield, N. J.

WE WISH TO EMPLOY, as a salesman, an extract manufacturer who is in business for himself, but is not satisfied with his profits. Our proposition is a very fine one for the right man. Address, in full confidence, H. F. H., care of this journal.

WANTED—Some good, reliable soap manufacturer to manufacture Cobb's No-Rubbing Soap. The only soap in the United States that was ever granted a patent. For particulars write to Cobb Soap Co., Eureka Springs, Ark., G. H. McLaughlin, secretary.

FOR SALE—Complete soap factory—with trade established. Located in city of ten thousand; no other factory within one hundred and fifty miles. Will sell a half interest, and take payment as profits accumulate or will sell the entire business. Present owner wishing to retire from all business. Address R. L. RICE, Titusville, Pa.

ASSISTANT to foreman in extract house, young man with some experience, level head and steady habits, state experience, age and wages. Address X Y Z, care of this journal.

WANTED.—A traveling salesman to sell a first class line of toilet preparations to the retail trade. We want a young man of good address, who is a first class salesman and has had several years experience on the road in selling this class of goods. Our preparations are as fine as any on the market, and are gotten up in elegant shape. We have abundant capital and pay a good salary and expenses. All applications are held in full confidence. Address TWENTY-SIX, care of this journal.

INFORMATION wanted of Charles Bodkin, perfumer, who worked for Colgate & Co., Jersey City, and D. R. Bradley & Son, New York, about ten to fifteen years ago. RICHARD J. MORRISON, attorney at law, No. 135 Broadway, New York.

### SITUATIONS WANTED.

ASSISTANT CHEMIST desires to connect himself with soap concern where there will be chance for advancement. Full particulars as to experience, etc., on application. Address R. H. B., care of this journal.

POSITION WANTED AS SOAPMAKER.—Twenty years' experience in all kinds of laundry and toilet soaps (boiled or cold process); floating soap; chips; barber, and all kinds of textile soaps. Address SOAP, care of this journal.

PERFUMER with large experience here and abroad, manufacturer of Perfumes, Toilet Articles, Powders, Tooth and mail order preparations and Flavoring Extracts, owning many valuable formulas, wants position with reliable concern. Address "DIPLOMAT," care of this journal.

CHEMIST, expert in manufacturing synthetic oils, desires to connect himself with some concern manufacturing these articles. Full particulars as to experience on application. Address Z. S., 100, care of this journal.

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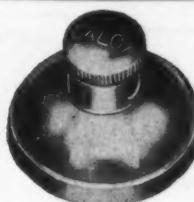
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First impression makes the sale.

Correct Boxes means

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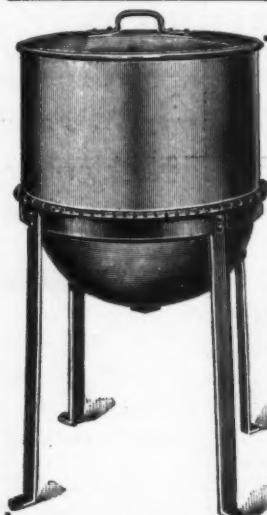
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Highest quality and uniformity of strength. A new process entirely owned and used by us in manufacturing.

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This product, of a reddish color, will give a greater yield than any colorless jasmin.

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OXYGEN TOOTH POWDER (fast be-  
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OXYGEN ANTI-PERSPIRATION  
CREAM, no astringent or Formaldehyde. A  
harmless preparation and recognized as an  
essential to the toilet by the women of refinement.  
Private Formulae for the above, also  
for any other Toilet Preparations, furnished  
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We make a specialty of supplying the trade  
with blends for their exclusive use, also a  
full line of Oils, for perfuming all Toilet  
Preparations. The success of a Toilet Pre-  
paration, depends mainly on the perfume.

"ECCO" OILS will interest you. They are  
Perfect Blends of Floral Odors, with fixatives;  
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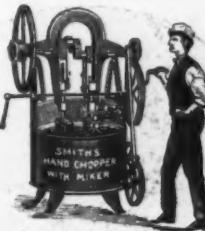
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